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EDITOR.....F. R. MARSHALL
Salt Lake City, Utah

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Affairs Of Wool And Sheep

The Transportation Situation:

The tenth of August finds the transportation question still very unsettled. The administration has made progress and concessions from their original positions have been made on both sides, but there seems to be an unalterable determination in the minds of both employees and executives to force recognition of some of their claims.

The employees seem determined to force government operation of the lines and the executives seem equally firm in their determination to reach a position where each line can make its own wage agreements with its own employees.

In its most worthy and well-thought out efforts, the administration has apparently incurred the disfavor of both parties and received only lukewarm approval of the general public. President Harding and his advisors appear determined to establish the Labor Board as the final court of appeal in questions of employment on transportation lines. There appears to be no other course than that of establishing some public body with power to render decisions and with assurance of government support in enforcing them. The plan of calling a number of representatives from both sides and one or two representatives of the public has come to be a little short of a farce. The shipping and consuming public is not the third party in interest, but the first party. It may, perhaps, be an extension of government activity in business to provide for the rendering and enforcement of final decisions in disputes of this kind, but if so, is it unavoidable. There is much food for thought in the suggestion made by Dr. Wilson of Wyoming to the effect that the powers and activities of the Supreme Court of the United States

should be extended in a way to permit representatives of that court sitting at various points to render final decision on strikes and other disputes of national character.

The Course of the Wool Tariff:

Wool tariff schedules as framed by the Finance Committee were adopted by the United States Senate on July 26th. There was support for the schedules from Democratic members and dissension of some Republican members.

Senate leaders assert that the entire tariff bill will be passed this fall. No forecast can now be made of the outcome of the work of the conference committee in adjusting the differences in the actions of the two branches of Congress. In the case of wool, there is agreement, and therefore certainty of final action, in favor of levying the duty upon the clean content basis, but the amount voted by the House was 25 cents per pound, while the Senate voted for a 33-cent duty. The Senate placed no ad valorem limit upon the duty collectable, but the House bill restricted the amount of duty payable to 35 per cent of the value.

A widespread and very unfair propaganda has been conducted against the wool duties by the National Association of Retail Clothiers. Senators who know wool and clothing affairs had little difficulty in showing to those of their associates who maintain open minds that such claims were false. The true facts of the case were outlined by Senator Lodge, who called attention to the fact that the proposed rates are lower than emergency rates now in effect and that the logical result of the pending bill would be a reduction from present prices of clothing.

A material reduction in cloth prices was shown at the opening offering of

light-weight goods made on July 17th by the American Woolen Company. In commenting upon the event, the Commercial Bulletin said:

"Not a few had looked for some reduction in prices as compared with the recent high level of quotations, but no one had really looked for quite the drop which took place on standard lines of blue serges and other worsteds. Take the standard number—Fulton 3192—which is an 11-ounce blue serge made from a high half-blood or fine-medium wool. This piece of goods was opened a year ago at \$2.42½ per yard. Six months ago the price on this piece of goods (and the price was typical of the whole opening) was dropped, contrary to expectations, 5 cents a yard. Then late in the heavy-weight season three advances were made on both woolens and worsteds and the final price, which was quoted last Saturday was \$2.67½. Monday, the price dropped to \$2.50."

Wealth of Sheep Owning Senators:

Among lawyers there is a saying that an attorney having a poor case finds his only hope in abuse of opposing counsel and litigants. An opposition Senator, who, like many other valuable public servants, was trained in the law, launched an attack upon his associates who have interests in the sheep raising business. The merits of the wool schedules had been discussed and voted upon and the attack apparently came as a result of desire to make unfair political capital or to conceal the weakness of his position. Western Senators, some of whom own sheep, were characterized as millionaires and charged with using public office to secure private gain. Senator Gooding challenged a full inquiry into the legislative records and private interests of the members referred to. Senator Warren suggested that if Senators must be free from commercial connections in order to be above suspicion of selfish action, then the only citizens eligible for office are hobo riders of the brake beams. The financial position of these patrons of side door Pullmans would compare very favorably today with that of many wool growers, not excluding some whose ability in ranch affairs earned for them a standing that resulted in their being drafted for service at the national capital.

TARIFF FACTS

It seems strange that usually fair and well informed men in the U. S. Senate should go so far astray on wool tariff facts. When these Senators state that the Senate wool tariff is far higher than the Payne-Aldrich bill, they are far afield from the facts.

The effect of the tariff upon the consumer is the question mainly involved in Senate discussions and it is a question that they should, by virtue of their oath of their office, fully ponder. Some Senators apparently are not so much interested in protection for the farmer who produces the wool. Therefore, we will eliminate that phase of the question and consider the consumer only, and compare the rates of the Payne-Aldrich and the present bills as they apply to the consumer.

In view of the misinformation that has been recently broadcasted by the Retail Clothiers Association, certain manufacturers and others, it will be a surprise to many to know the real facts and that the average cost to the consumer under the present Senate bill is less than under the Payne-Aldrich law, or in fact under any Republican tariff law for many years. The tariff on cloth in these prior laws was 44 cents per pound. Under the McCumber law it ranges from 26 cents per pound on cheaper goods to 49 cents per pound on fine fancy weaves, an average of 37½ cents per pound, or about 15 per cent lower than under the Payne-Aldrich law or other protective tariff laws. The total cost to the consumer may be \$1.18 and cannot exceed \$1.35 on the average all-wool suit of clothes of good quality.

Of late years there seems to have developed a new line of tariff thought which is based on the theory that the manufacturing interests of the United States and the labor involved therein and the capital so invested are alone to be the beneficiaries of a protective tariff system. This tendency was plainly evidenced in the present Underwood-Simmons tariff law.

When the Emergency tariff was presented by the Ways and Means Com-

mittee to the House in the fall of 1920, the fact was acknowledged that the agricultural interests of the country have been and were vigorously discriminated against. The Emergency tariff bill, therefore, passed the House regardless of political affiliations, by a two-thirds majority. Then it likewise readily passed the Senate. History records President Wilson's veto of the bill. When the final tests on the passage of this bill came up, we find that many Southern and Western Democrats voted for it, and some Eastern representatives of manufacturing cities, even on the Republican side, voted against it.

The United States are so designed topographically, geographically, and economically, that for many years to come manufacturing of the United States shall be done east of the Mississippi River and the production of raw materials, food products, metals and minerals, shall lie principally to the west. Let us not draw another line which will cut this great country in twain. Let us not draw a tariff line up and down the Mississippi River and virtually declare that "everyone west of this line is condemned to perpetual poverty and are 'hereby sentenced to be hewers of wood and drawers of water for the manufacturing and financial interests lying to the east hereof.'" Though comparatively few in numbers it is a sturdy lot of people who live west of the Mississippi River and they will not permit such a line to be permanently drawn. An attempt to do so may result disastrously to the entire economic and political structure of the United States.

THE TARIFF AND OUR FOREIGN DEBTORS

A considerable group of influential American citizens and representative newspapers are now on record as against a properly protective tariff. These attacks are primarily aimed against agricultural producers. The movement embraces four classes: First, the Democratic politician; second, the Cosmopolitan department stores, importers and mail order houses; third, in-

ternational banks which have large holdings of foreign sugars, securities and other investments; and, fourth, that economic school which believes we should surrender certain American markets to the foreigner in order that the foreigner in turn may pay his twelve to fifteen billions of indebtedness to us.

The second and third groups are actuated by purely selfish motives and therefore not open to any arguments applying to the country as a whole, and their activities should be discounted and their contentions dismissed as invalid.

The first group occupy the ground which has been fought over politically for the past hundred years. It is the old question with them of free trade with the foreigner being more desirable than protection to American industry. The country spoke on this question when the present President and Congress were elected and their contention can likewise be dismissed until 1924.

The fourth and last group present claims and arguments which, at this time, must be answered. They ask, "How can a bankrupt Europe, drained of her gold (with the possible exception of England), pay her debt to the United States except through the shipment of her products to us?" This question deserves and must have a serious answer. They ask again, "Where will the American producer of wheat, of copper and of cotton find a market for his surplus if Europe cannot buy?" This question likewise has real merit.

Like the Scotchman, let us first make answer by asking another question. "Will it mend matters for Europe to destroy ourselves? In the long run, would not the lowering of American markets and wages to the European level of production costs and money values not only prove destructive at home, but also place us in a condition where we could not help Europe?" No free trade nor any serious lowering of the American scale of wages or standard of living will help either Europe or America.

We cannot upbuild Europe by tearing down America. Our answer does not lie in such a process. The proper an-

WESTERN CONFERENCE OF WOOL POOL OFFICIALS, MONDAY, AUGUST 28, 8 P. M., HOTEL UTAH, SALT LAKE CITY

The National Wool Growers Association invites representatives of active wool pools in the range states to a conference at the time and place stated above. The sessions will be open to wool growers for an exchange of experiences in handling wool pools and for the consideration of the needs and methods of securing greater uniformity of procedure. The conduct and final act of the conference will be left in the hands of the delegates.

swer must be based on a bold and constructive plan to help Europe without injuring our own people.

If we approach the problem in a wholehearted and big way; if we go at it as we went at the world's war; if we act from a viewpoint of enlightened selfishness, then the equation becomes one of dollars versus humanity, and the problem is solved. First, let us serve notice on Europe that out of gratitude for the saving of the lives of millions of our best young men; out of remembrance of the short period in which we were involved in that awful conflict; and finally, thinking of the serious conditions which are today involving the women and children and men of Europe, our forebears, that we will remit both the principal and interest of her debt to our government. England will join us in this glorious and voluntary surrender, which will prove the greatest victory in all history. Second, let us take of our huge store of the world's gold sufficient to establish a reasonable credit for Europe; enough to serve as a basis for the money issues of these helpless nations. Third, as a condition, let France reduce her reparation demands to a payable basis, say twelve billions; and, fourth, let us declare that the above program is based on the understanding that Europe, including France, must disarm down to reasonable police requirements, and devote her soldiers to constructive work and the ways of peace. Perhaps we can go one step farther and say to France that we will join England and Italy in a pledge for help, consistent with our traditions, in the event of an unprovoked attack by her late foe.

This European situation, if allowed to drift, contains disastrous potentialities. Not only Germany, but Poland, Jugoslavia, Czechoslovakia—in fact, the whole heart of continental Europe—is bordering on a collapse of civilization and may go down to the red ruin of Russia. We can prevent this and save them all. We can do it and at the same time we can preserve American prosperity and her present high standards. The western United States will bear its share of European rehabilitation, but must be prosperous to do so, as in fact must all of America prosper if she is to save Europe.

F. J. Hagenbarth.

YEARLING EWES AT \$10

Not long since William Robinson of Gooding, Idaho, sold 1,000 fine-wooled yearling ewes at \$10 per head, cash. Since that time another party has said that he would give \$10 for yearlings, but has not yet found what he wants. If a yearling, fine-wooled ewe is worth \$10, then in Idaho a cross-bred yearling would be worth \$11, as we always figure a cross-bred worth a dollar more than a fine wool. However, it is not so much a matter of price as it is finding the ewes, as Idaho has very few yearlings and these are not for sale. There are buyers in Idaho from Montana, Utah and Wyoming trying to buy ewes and at the same time Idaho men are all short of sheep and themselves want to buy. Of course, everybody up here wants cross-breds, but it has been so long since we used any coarse bucks that there are very few cross-breds to be had. It now looks as if the only way some of these men are going to get the kind of ewes they must have, will be to buy fine ewes and mate them to coarse rams, providing, there are any such rams left. A short time ago I wrote to an Oregon breeder, who in my judgment, raises the best Lincolns in this country, and asked for a yearling Lincoln ram. He replied that he did not have any as he had marketed his buck lambs for the past several years. What is true in his case is true of most other coarse wool breeders.

S. W. McClure.

With the State Associations

NEW MEXICO GROWERS SPEAK ON TARIFF

At a meeting of the New Mexico Wool Growers Association, held at Albuquerque, July 7, 1922, the following declaration in regard to the Fordney-McCumber Tariff Bill was made:

We sincerely believe in maintaining American standards of living, wages and education; and

Whereas, we believe that unrestricted competition of foreign products in American markets would destroy American production, increase unemployment, lower American standards of living, wages and education; and would prevent a restoration of normal conditions which is greatly desired by all; and,

Resolved, that we favor the enactment of the Fordney-McCumber Tariff Bill which we believe as presented to the Senate, is the most equitable tariff bill ever proposed, including American Valuation.

ANNUAL PICNIC DAY OF SURPRISE VALLEY, CALIFORNIA

The annual picnic of Surprise Valley, a real get-together meeting of farmers, cattlemen and sheepmen with their wives and children, was held this year at Fort Bidwell, California, on June 25th. The attendance, speeches, and picnic—in fact, everything about the meeting was good.

Mr. P. S. Dorris, president of Zone 1 of the California Cattle Men's Association, explained the work of that association. He pointed out that during the month of June the association had been successful in perfecting a co-operative agreement between the State Department of Agriculture and the United States Bureau of Markets, for the establishment of a livestock market reporting service for California. This service will be conducted by two government reporters, one in Los Angeles and the other in San Francisco, who will issue authentic market reports on live stock. Mr. Dorris also stated that his association, realizing the need for increasing the demand for meat, had taken the lead in organizing meat councils in

San Francisco and Los Angeles. The specific purpose of these councils is to increase meat consumption by means of advertising and other campaigns. These two meat councils, composed of wholesalers and retailers, are members of the National Meat Council Association, which carries on the national advertising of meat.

Prof. R. F. Miller, sheep specialist of the College of Agriculture of the University of California, urged the stockmen to use better sires in this age where economical production counts. With fewer animals on the ranges, the better ones, those producing the extra pounds of meat or wool must take the place of the scrub. He showed that smaller grazing areas, higher freight rates and higher production costs, make it imperative that the stockman who desires a profit, must raise better stuff.

With the aid of maps and charts, Mr. W. P. Wing, secretary of the California Wool Growers Association, explained the plan of its organization. He pointed out the chief wool and mutton producing sections of the state and showed how the local organizations affiliated with the state and National associations. The state association, according to Mr.

Wing's talk, is merely a unit in the National and organized to advance permanently the welfare of the sheep industry in California and in the United States. With this end in view, the association is working along the following definite lines: transportation (securing better, faster and more facilities in shipping lambs to Eastern markets); marketing (publishing a weekly market report giving authentic information about market condition in regard to sheep and wool); legislative (securing the passage of laws beneficial to the sheep industry, and preventing the enactment of those detrimental to the industry, and also aiding to the utmost the good work of the National Association in securing the Emergency tariff on wool); co-operating with the State Department of Agriculture in the eradication of sheep diseases; and holding a ram sale for the benefit of the range sheepmen.

As a result of this gathering at Fort Bidwell, a big get-together meeting of all the sheepmen of Modoc County has been tentatively arranged for with Mr. George E. Williams, president of the Modoc Wool Growers Association, for some time in the late summer or early fall.

Wyoming's Nineteenth Annual Convention

Optimism and rainfall marked the assembly of Wyoming wool growers in their nineteenth annual convention held at Sheridan, August 2, 3 and 4. General approval was expressed for the new plan of holding the convention in mid-summer.

Over one hundred members journeyed to Sheridan, largely by automobile, and most of them were accompanied by their families. Members, their women folk, and a large number of local residents and business men made up an excellent audience. The only possible criticism of the effectiveness of the work of the sessions came from an overlapping of the abundant entertainment provided by Sheridan County members and their fel-

low hosts from the county's commercial and fraternal organizations. The hospitality which always characterizes Wyoming meetings in this case surpassed itself at the banquet and dance held in honor of the visitors on Thursday evening at Ladore Ranch, on the edge of the Big Horn Mountains.

Northern Wyoming, like Montana, is this year receiving one of those series of showers and downpours which enable the weather bureau to record such high averages in the face of recurrent seasons of drouths. And as in many other sections the surplus of feed coincides with an actual shortage of stock. Short feed conditions and certainty of winter feeding were reported from the Union Pa-

cific territory around Laramie and westward to the Rawlins country and hay prices have been boosted.

Most sheep owners are inquiring as to available supplies of ewes but with bankers firmly set against \$12 values, it appears that stocking up must chiefly be accomplished by breeding rather than by purchase. There is no doubt as to holding back ewe lambs, but real difficulty arises from the fact that the majority of sheepmen who rely on buying stock ewes have on hand lambs bred to suit the market, but not desirable for stock purposes. Considerable lamb trading on the contract plan was carried through between convention sessions. Ten and a half cents for fall delivery seemed to be the prevailing prices, although some eleven-cent transactions were reported.

Dr. Wilson shows little evidence of his having but recently been returned winner in a combat with the grim reaper in the face of predictions of his defeat made by all the physicians. With some mellowing of the vigor that has characterized his wielding of the gavel in state and in national gatherings, his consideration, generosity and well timed humor, are conspicuous contributions to any assemblage for counsel and action. With commendable originality the presidential address was deferred until the last convention day. Original also was the idea of refraining from a general review of wool growers' affairs. The subject of "The Sheepman's Duties as a Citizen" was presented in a way that combined the best traditions of the platform and pulpit. Dr. Wilson argued forcefully for an extension of activities of the Supreme Court in such a way as to permit a part of its members to receive evidence at different points in cases of general strikes and to render decisions binding both parties. The text of the address will appear in the September issue of the Wool Grower.

Wyoming citizens are always keen on political issues and contests. The outcome of their keenness is reflected in the very creditable record of all the state's representatives at the national capital. Candidates for offices to be filled this fall



One of the Bullard Pens of Range Rams for the Ram Sale.

renewed acquaintances among those attending the convention. Congressman Mondell, who is now a candidate for the United States Senate, spoke to the convention upon non-partisan topics. He reviewed the developments leading to the present form and status of the wool schedules of the tariff bill. The duty on wool may be a political question, but in Wyoming and several other states it is no longer a party question; the best minds of both political persuasions being in agreement as to the desirability of giving American wool growers an equal chance in their home market in competition with the exports of other countries.

The new lines of work in collecting live stock statistics were explained by C. H. Harlan of the U. S. Bureau of Agricultural Economics. Accomplishments and methods of the Biological Survey as pertaining to control of predatory animals were explained by C. F. Bayer. Major E. N. Wentworth's (Armour & Co.) paper upon "Consumption of Lamb" appears on another page. The secretary of the National Wool Growers Association discussed the work of that body, laying stress upon the need of strong state organizations, the need for their working through and as a part of the National office upon the many problems that are common to the wool producers of all the states.

It had been announced that the convention would be asked to give full consideration to the question of wool marketing methods. Four new pooling movements were inaugurated in Wy-

oming this year, and while none of them were wholly satisfactory, the growers seem determined to go ahead and establish some system that is more scientific and more nearly in line with the principles of ordinary commercial practice. At the first session a wool marketing committee was appointed, consisting of Thomas Cooper, Frank Long, E. Spaeth, K. H. Hadsell, George Taylor, John Snyder and Professor J. A. Hill. In presenting the report of the committee Prof. Hill said that it was at this time impossible to secure agreement upon details of plans or methods for future use. It was agreed that the so-called "pooling system" should be continued and extended, also that a special committee should study the feasibility of conducting a state-wide pool for selling 1923 wools. The public wool sales as conducted recently at Casper and Cokeville were not really pools, but were more in the nature of wool fairs or public wool sale days. However, they were a first step in co-operative action and to some extent served to secure the essential feature of competition among buyers. Secretary Wilson emphasized the necessity of having Wyoming clips graded before selling in order to secure the attendance at sales of representatives of manufacturing concerns and to insure the sale of various clips at actual value. He contended that this could best be done through a state pool located at such a point as Cheyenne and adequately supported by banks, as is necessary to secure money upon unsold wools in periods when it is inadvisable

to offer wools for sale, such periods being certain to develop in every year. It seems certain that before next shearing time the Wyoming wool growers will have matured a practical plan of offering wools that will insure competition and the selling of wools at actual values and that will be advantageous and attractive to the buying side of the wool trade.

Secretary Marshall outlined plans under consideration by the National Association for holding a conference of wool pooling officials with a view to securing uniform methods of offering pooled wools, and needed scheduling of dates of sales.

Fabric legislation came up for full consideration, particular attention being given to means of securing better enforcement of the Wyoming pure wool act and to the removing, through court tests, of any doubt as to the constitutionality and adequacy of the present law.

The following resolutions were adopted:

Endorsing the Frelinghuysen bill providing for a scientific and non-partisan tariff.

Thanking the Forest officers for courtesies shown and for extension of time of paying fees.

Opposing consolidation of the State Board of Sheep Commissioners with any other board and demanding its maintenance upon equal status with other boards.

Expressing appreciation of reductions on new leases on state lands and requesting further reductions.

Requesting the legislature to repeal the law taxing equities in state land purchases.

Condemning as dishonest the general practice of selling re-worked wool (shoddy) under the name "all wool"; reaffirming endorsement of the French-Capper Truth-in-Fabric bill, and urging the National Wool Growers Association and state associations to work for the passage of laws similar to the Wyoming "Pure Wool Act."

Endorsing legislation proposed to authorize United States to enter into a joint agreement with Canada for the building of a deep ship canal from the lakes to the sea.

Opposing removal of the Forest Service from the Department of Agriculture.

Requesting railroads to reduce charges for storage of wool, pelts and hides; and petitioning the Interstate Commerce Commission to establish a special freight rate to facilitate concentration at suitable points of shipments of wool, pelts and hides.

Commending the excellent work of Professor John A. Hill of the University of Wyoming on behalf of the wool-growing industry of the state and nation, and requesting that sufficient appropriations be given his department to ensure the continuation of practical field work in grading and valuing wool and also in the sorting and culling of range flocks.

Commending the work of the Federal Bureau of Animal Industry in co-operation with the State Board of Sheep Commissioners and demanding strict enforcement of the law relating to the eradication of "Sheep Scabies."

Commending the work of the Biological Survey and urging upon Congress the appropriation of \$100,000 to enable the Survey to increase its working force and hasten the extermination of predatory wild animals.

Recommending that in valuing different classes of land, state and local officers should take into consideration the earning power rather than speculative value; also that classification of lands be so clearly defined by the State Board of Equalization that local assessors should not place grazing lands in higher classes.

Urging amendment of the State Constitution to enable the legislature to levy a special assessment on live stock for the purpose of raising funds to be used in extermination of predatory animals.

Petitioning the legislature to reduce amount of penalties now imposed upon delinquent taxes and favoring the plan of making payments in two installments.

Requesting Congressional delegates to work for the maintenance of existing stock trails.

Approval of Emergency Tariff, reaffirming belief in protection of American industries and urging immediate passage of the Fordney-McCumber bill.

Expressing wishes of the association for the speedy and complete recovery of Malcolm Moncrieffe.

Extending thanks to the city of Sheridan, to the Sheridan Commercial Club, to the Sheridan County Wool Growers Association, to the Elks club, the Masonic lodge, Dr. Earl Whedon, to the newspapers of Sheridan, and to visiting speakers for their entertainment and instruction.

THE FRONT COVER

"When the Breed Meets," the cover picture for this month, was posed for by a Hampshire ram lamb entered in the sale by J. E. Ballard, of Weiser, Idaho, and a two-year-old Rambouillet ram consigned by J. K. Madsen, of Mt. Pleasant, Utah.

ARIZONA STOCKMEN'S MEETING IN PRECOTT

For the third successive year the Arizona Wool Growers Association and the Arizona Cattle Growers Association met in joint session. The meeting was held at Prescott, Yavapai County, Arizona, on July 16th and 17th, and was well attended by wool growers and cattle men from all parts of the state and by citizens of the town.

In welcoming the visitors to the city, Acting Mayor A. W. Davis told the stockmen that they represented the two most important industries in the state, and that the city was highly honored by their presence. Responses were made by C. B. Laird of Phoenix for the Arizona Cattle Growers Association and by Judge F. W. Perkins of Flagstaff for the Arizona Wool Growers Association.

Governor Thomas E. Campbell, in his usual felicitous manner, spoke briefly, saying "there is little hope of \$40 steers and \$20 ewes again for many years to come, but we may hope for a good prices and fair profits. To me," he continued, "the most wonderful part of the industry is the great men and women who make it up. I have seen the stockmen go broke time and again, and each time they rise and prosper. That is the great thing of the pioneer stockmen. They continue to hope and hope."

Following Governor Campbell's address, Mrs. Harry T. Southworth gave a reading of Sharlot Hall's poem, "The Hash Wrestler," a striking word picture of the life of a camp cook in Arizona.

Henry G. Boice of San Carlos, president of the Arizona Cattle Growers Association, presided at the meeting. He urged the Amalgamation of the Arizona Wool Growers Association and the Arizona Cattle Growers Association; declared that the crying needs of the live-

(Continued on page 36.)

COMPETITIVE TESTS IN WOOL AND MUTTON PRODUCTION

Competitions in wool and mutton production are conducted annually by the Agricultural and Pastoral Association of New Zealand. The tests are closed and the awards made at the association's show held in November, which month, in New Zealand, is the time for most of the spring shearing.

The competition is handled by having each exhibitor turn over his entries to the association at show time. The entries, which are yearling rams, are then publicly shorn and pastured as one lot under the direction of the officers until the next show. They are then again publicly shorn. The fleeces are sorted and valued and the sheep appraised on foot for mutton value.

In the Merino class awards are based solely upon the value of the fleeces. In the Corriedale and Half-bred classes the combined values of fleece and carcass determine the awards.

The following are the records of values of wool and mutton from the winners in the last annual competition. A total of 48 head were entered in three classes:

Advanced Register For Rambouillets Established by California Breeders

Provision for advanced registration, on the basis of wool production, has been made by the California Rambouillet Breeders' Association, assisted by the College of Agriculture.

Breeders of dairy cattle and of race horses have been greatly benefited by records kept of the performance of animals as individuals and as breeders. Noteworthy results have been obtained by matings made with regard to the showing of sires or dams as breeders through the numbers of their progeny passing the tests for advanced registry. Wool production lends itself to measurement for purposes of performance tests no less satisfactorily than milk production or speed. California breeders are to be complimented on their action and it is to be hoped that their plan will create such under interest as to bring about similar action by the officers of the American Rambouillet Association and all other sheep breeders' associations.

Advanced registry for Hampshires, based on show winnings, was provided in 1920 and reported in the Wool Grower of July in that year.

Suggestions and criticism of the pro-

posed rules are invited for publication in the Wool Grower.

Rules Governing Admission of Sheep to the Advanced Registry of the California Rambouillet Breeders' Association

In order to have a ewe or ram recorded in the Advanced Registry, such animal—

1. Must be a pure-bred, recorded in the American Rambouillet Record.

2. A sheep of either sex must be a creditable representative of the Rambouillet breed, carrying a strong back and standing on good legs. The face must be covered with wool to within a maximum of four inches from the mouth, measuring from the mouth over the nose and toward the forehead. Rams must show strong masculinity in the head and horn, and ewes must show femininity without presence of scurs.

Mature rams must weigh not less than 190 pounds (with 12 months' fleece and in breeding condition) and mature ewes not less than 135 pounds.

A sheep which is known to be a non-breeder shall be ineligible to advanced registry. Any sheep which has been admitted to advanced registry before being tried as a breeder, and which later proves to be sterile or barren, shall be struck from the records of the association, and the advanced registry certificate of such sheep shall be turned over to the secretary of the association to be destroyed.

3. Ewes must shear a minimum of 5.25 pounds of scoured wool and rams a minimum of 7.7 pounds of scoured wool in 365 days' growth, or ewes must shear a minimum of 3.5 and rams a minimum of 5.14 pounds in eight months' growth.

4. On account of the large quantities of burrs and other foreign material, not removable by ordinary scouring methods, usually present in fall wools, no animal will be admitted to advanced registry on the basis of the four months' clip.

MERINO COMPETITION (WOOL ONLY), 1921

Order of Merit.	Owner	Fleeces		Weight		Value per lb.			Value of Wool			Quality	Valuer's Remarks.	Length				
		lb.	oz.	lb.	oz.	Total	Fleeces	Pieces	Fleeces	Pieces	Total							
1	Stevenson, James	21	0	3	11	24	11	16	9½	28	0	2	10.99	30	10.99	60s, 64s	Poor	Short
2	Goulter, Charles	17	3	4	0	21	3	18½	8½	26	5.95	2	10	29	3.95	64s,	Good	Good
3	Wright, D. G.	17	7	4	0	21	7	17½	8	25	5.13	2	9	23	1.13	60s, 64s	Medium	Good
4	Stevenson, James	17	8	4	4	21	12	17	9	24	9.50	3	2.25	27	11.75	60s, 64s	Good	Short

HALF-BRED COMPETITION, 1921

WOOL AND MUTTON.

Order of Merit.	Owner	Fleeces		Weight		Value per lb.		Value of Wool		Valuer's Remarks on Wool.	Value of Mutton	Total Value of Sheep								
		lb.	oz.	lb.	oz.	d.	s.	d.	s.											
1	Wright, D. G.	14	15	3	4	18	3	14	6	17	5.05	1	7.50	19	0.55	50s, 56s, f.c., w.g.	19	6	38	6.55
2	Stevenson, Thos.	13	15	2	6	16	5	14½	6	16	10	1	2.22	18	0.32	50s, 56s, g.c., w.g.	20	0	38	0.32
3	Wright, D. G.	13	9	2	10	16	3	15	7	16	11.37	1	6.43	18	5.80	56s., f.c., w.g.	19	0	37	5.80
4	Wright, D. G.	13	2	1	14	15	0	14	6½	15	3.75	1	0.10	16	3.85	50s, 56s, g.c., w.g.	20	0	36	3.85
		f.c.—fair condition.				W.G.—well grown.				G.C.—good condition.										

f.c.—fair condition. W.g.—well grown. G.c.—good condition.

CORRIEDALE COMPETITION, 1921

WOOL AND MUTTON.

Order of Merit.	Owner	Fleeces		Weight		Value per lb.				Value of Wool				Valuer's Remarks on Wool.	Value of Mutton		Total Value of Sheep			
		lb.	oz.	lb.	oz.	Fleeces		Pieces		Fleeces		Pieces			s.	d.	s.	d.		
						d.	s.	d.	s.	d.	s.									
1	McRae, W. W.	13	8	2	12	16	4	13 1/2	6 1/2	15	2.25	1	5.15	16	7.40	50s, 56s, f.c., w.g.	24	0	40	7.40
2	Ensor, Hugh	13	5	2	12	16	1	16	7 1/2	17	9	1	8.64	19	5.64	56s, v.g.c., w.g.	19	0	38	5.64
3	Ensor, Hugh	13	7	2	1	15	8	12 1/2	7	13	11.96	1	2.44	15	2.40	50s, g.c., w.g.	21	0	36	2.40
4	Ensor, C. H.	12	14	2	8	15	6	15	6 1/2	16	1.39	1	4.25	17	5.64	56s, g.c., w.g.	18	0	35	5.64

5. The fleece, before scouring, must meet the following standards:

(a) Ewe fleeces must not grade lower than fine-medium. Ram fleeces must not grade lower than half-blood.

(b) The staple must be sound and free from hair and kemp.

(c) The fleece, sampled at the shoulder and without stretching or manipulation must be not less than 2½ inches long for 12 months' growth, or 1.67 inches for eight months' growth.

(d) The fleece must not show the presence of off-colored fibers, except such as are stained by the natural functions of the body.

Rules Governing Submission of Fleeces for Advanced Registry Test.

1. Sheep whose fleeces are to be tested shall be shorn in the presence of a representative of the College of Agriculture. The sheep owner shall mail to the Wool Specialist, Branch, College of Agriculture, Davis, California, a request to witness the shearing of such sheep as are to be tested for advanced registry. * * *

2. Eight or twelve months (at the option of the sheep owner) after witnessing the first shearing, the College of Agriculture representative shall again witness the shearing of the same sheep. He shall see to it that the second shearing is done in a manner as nearly identical with the first as possible, and shall advise the sheep owner as to the procedure to follow in forwarding the fleeces to the College of Agriculture wool laboratory.

3. The fleeces removed at the second shearing shall be eligible for the advanced registry test.

4. A fee of \$1.00 shall be charged for each ueece submitted for scouring. Such fee is to cover the cost of scouring and the cost of issuing advanced registry certificate. The fee must be paid to the College of Agriculture representative, who shall receipt for the amount at the time of payment.

5. The actual expenses incurred by the College of Agriculture representative in attending the shearing of the sheep shall be paid by the sheep owner.

6. The fleece shall be rolled skin side out and tied with a standard fleece twine.

Issuance of Certificates of Advanced Registry.

1. The sheep owner shall be issued a certificate of advanced registry for each ewe and each ram which, under the conditions listed above, meets the requirements enumerated in section B. This certificate shall be signed by the president and attested by the wool specialist of the College of Agriculture.

PURCHASE FEEDERS WITHOUT COMMISSION

In the November, 1921, issue of the National Wool Grower, we printed an outline of the plan of the formation and work of the National Live Stock Producers Association, organized under the auspices of the American Farm Bureau Federation. A part of that plan was "to incorporate, establish and co-ordinate the work of Producers' Live

Stock Commission Associations." Some of these associations have been established and are now in operation at Chicago, Indianapolis, St. Louis and Peoria.

The agency at each market has its separate board of directors, but all are conducted on similar lines, a principal feature being that customary charges are made for selling service, but provision is made for pro-rating back to patrons the net profits on hand at the end of each year.

Purchasing feeders without commission is being made another prominent feature of the work of these commission houses. This is in line with the plan established last year by the Wool Growers Commission Company. The officers of the Live Stock Producers' Association considered that where feeder animals are received from patrons and selling commission charged, buying commissions should not be collected from farmers purchasing feeders any more than they would be from packers. The statement issued by the manager of the Chicago office sets forth the following:

The Producers' Commission Associations do not make any charge for buying stocker and feeder animals, and, consequently, are doing a large order business for stockmen in the Middle West. It is expected that the Producers will put on a vigorous campaign for orders for stocker and feeder animals and with this be able to interest Western rangemen in shipping to their companies. It is hoped that they can bring people from whom the orders are received and the western rangemen together. No doubt this plan will form the best outlet that rangemen have ever had for their stocker and feeder animals and in turn give feeders "fresher" animals and stock of better quality than they have heretofore had. Officials of the National Live Stock Producers' Association and its member terminal associations are working on the plan.

NEW MEXICO COLLEGE OFFERS INSTRUCTIONS TO SHEEPMEN

The Animal Husbandry Department of the New Mexico College of Agriculture and Mechanic Arts is planning to co-operate with the New Mexico Wool Growers Association in a general movement to improve the quality and quantity of the wool clip in New Mexico. Beginning with the college year

1922-23, courses in sheep and wool production will be offered in the regular Animal Husbandry Department. These courses will give training in sheep production and management, in the study of breeds and breeding for wool improvement and improved methods of caring for wool at the shearing sheds, especially grading and packing.

The New Mexico Wool Growers Association at its meeting in Albuquerque, March 16th and 17th, petitioned the state legislature for an appropriation to be used by the New Mexico College of Agriculture and Mechanic Arts to erect and operate a miniature scouring plant in order that wool growers may send samples of their wool to this scouring plant and get an accurate report of its grade and per cent of shrinkage. Once the scouring plant is established, it will also be used as a laboratory for instructional purposes.

While New Mexico ranks fourth among the states in the United States in the number of sheep according to the Bureau of Crop Estimates, it ranked ninth in wool production in 1921. There should, therefore, be a concerted effort to improve the wool clip in the state.

The college course will aim to train a number of men each year in selection for wool improvement and in more up-to-date methods of handling and grading wool at the shearing sheds. If this improvement in methods can be secured and at the same time the grower can get a dependable report on the grade, shrinkage, etc., of his wool, he should get a better price for his product.

Students who take the course will get laboratory training in economical methods of handling wool, classing, grading, scouring, carbonizing and other processes.

SOUTHEASTERN IDAHO

All sheep are doing exceptionally well this summer. The lambs are gaining weight every day; it has rained frequently, and the feed is the best we have had for a long time. J. J. Achin. Soda Springs, Idaho.

The Consumption of Lamb

An Address Delivered at the Wyoming Wool Growers Convention by Major E. N. Wentworth

The consumption of lamb is independent of the consumption of other meats and is based not on the general market demands, but on the demands of a special quality trade. Hence, it happens the sheepmen are subject to fluctuating influences in their industry which are absolutely unknown and unfelt by their brother husbandmen in the cattle and hog business. Prosperity in sheep production is based on two interacting, but absolutely independent, factors, the market for wool and the market for mutton and lamb. It is not my purpose to discuss either of these factors, but rather to get behind the factors governing the market for mutton and lamb and study the consumption of these meats, for on them is based the success of the market.

Our general trend in the consumption of lamb is not entirely satisfactory. Since 1900 our annual per capita consumption has been as follows:

Year	Lbs. Per Capita	Year	Lbs. Per Capita
1900	7.7	1914	7.5
1907	6.4	1915	6.4
1908	6.2	1916	6.2
1909	6.2	1917	4.7
1910	6.5	1918	4.7
1911	7.8	1919	5.8
1912	8.2	1920	5.0
1913	7.5	1921	6.3

While there seems to be a gradual recovery from the low point of consumption during the war, there was a distinct depression in 1920. We stand today at a consumption point below that of 1900 by 18.2 per cent, while in beef we are down 27.2 per cent; in veal, 20 per cent; and in pork (excluding lard), 12.9 per cent.

The record for lamb is not bad, but the outlook for 1922 indicates that lamb consumption is declining as compared to a year ago. This is demonstrated by the following table which shows the rate of consumption of mutton and lamb slaughtered under federal inspection.

	1921	1922
January	0.44	0.37
February	.41	.30
March	.46	.32
April	.39	.29

May	.35	.31
June	.38	.35
July	.33	
August	.42	
September	.43	
October	.45	
November	.37	
December	.34	

Thus far this year our consumption of lamb has been cut 22.5 per cent, although receipts at 62 markets have shown a decrease of only 11.2 per cent as demonstrated by the following monthly statement:

Month—	Receipts		Slaughter		Feeder Shipments	
	1922	1921	1922	1921	1922	1921
January	1,834,696	1,791,548	925,436	1,100,784	182,961	88,151
February	1,399,496	1,516,089	759,678	934,642	168,612	61,643
March	1,465,187	1,750,031	779,955	1,052,566	143,416	84,042
April	1,226,812	1,676,767	677,890	989,440	97,172	106,686
May	1,691,979	1,915,553	852,298	1,014,987	145,499	122,749
June	1,700,156	1,849,527	923,522	1,092,512	182,285	88,910
Total	9,318,326	10,499,515	4,918,779	6,183,931	919,945	552,181

More facts than the mere decrease in receipts are demonstrated in the foregoing table. The salient points brought out are that receipts for the first half year of 1922 have decreased 11.2 per cent over 1921, slaughter has decreased 20.5 per cent and feeder sales have increased 66.6 per cent. The greater receipts in relation to slaughter prove that there has been relatively greater activity in sheep trading circles in 1922 than in 1921, since with a decreased number of sheep received there has been an excess of receipts over slaughter this year of 4,398,223 head as compared to 4,315,640 head. If we take the feeder trade out of this excess of receipts over slaughter, we find that 3,478,278 head transferred hands at more than one market before slaughter this year, or 37.3 per cent of the receipts thus far, as compared to 3,763,459 head last year or 35.9 per cent of the receipts of the first six months a year ago. Several conclusions may be drawn from this, the validity of each probably being best determined by

Month—	Total Exports		Exports Minus Imports	
	1922	1921	1922	1921
January	198,805	585,418	—369,962	—13,278,787
February	111,641	18,915,602	—790,083	13,935,462
March	81,758	16,046,245	—858,907	15,630,280
April	91,398	12,629,202	—1,188,830	12,575,822
May	304,431	8,531,568	—1,192,098	8,484,181

which meets one's favor most strongly. We may conclude that:

1. Feeders are competing with packers to secure lambs since the slaughter is less, or
2. Trading and speculation in sheep have increased because of the high price levels, or
3. Packers have had to buy off their natural markets with reshipments resulting, or

4. Breeders are buying ewes on the markets to build up their flocks.

Probably all of these conclusions are correct to a certain degree, but none of them explains why consumption has decreased 22.5 per cent the first six months of the year while slaughter has decreased only 20.5 per cent. Is the price level too high to suit the consumer? If the price level is not too high, then the greater decrease in consumption than slaughter might be accounted for by greater exports or a lesser carcass weight. But the exports do not show such a result.

In 1921, we were exporting much imported lamb and it is difficult to get a measure on American produced lamb since there was a certain previous accumulation of imported lamb that would not permit "exports including re-exports, minus imports." Nevertheless there is nothing in the export trade as measured by the following table to demonstrate increased exports for 1922:

Our exports for 1921 not only far exceeded our exports for 1922, but when the imports were taken into consideration we have actually had a deficit from the export standpoint, importing 4,399,880 pounds more lamb than we have exported so far as the first five months of the year are concerned.

For the first five months of 1922, the average carcass weight is 2.12 per cent below that of 1921, and therefore accounts as exactly as statistics can for the difference in the decrease of consumption and the decrease in slaughter.

We must not rest in the belief that the consumption of lamb in this country is limited by production. "Eat-more-lamb" campaigns have demonstrated to us that the public can be induced to consume much larger quantities than they do at present, but the limit of consumption now is based on lack of education among consumers rather than on a limited production. In spite of the fact that we have constantly improved the meat quality of our flocks, consumption during the last ninety years has been definitely downward. Part of this has been due to the general decline in meat consumption, but a larger part of it has been due to a lack of developing the markets in the newly settled parts of the United States. Based on a study of the per capita consumption of lamb and the per capita population of sheep as far as records are available, and correcting for the different times of the year at which the census has been taken, the probable amount of lamb eaten and number of sheep per person in the United States since 1830 was as follows:

Decade—	Annual Lamb Consumption	No. Sheep Per Capita
1830-39	9.0 lbs.	1.13 head
1840-49	8.6	.94
1850-59	8.0	.71
1860-69	8.2	.74
1870-79	7.9	.70
1880-89	7.3	.57
1890-99	7.2	.54
1900-09	6.5	.48
1910-19	6.4	.33
1920-21	5.7

It is probably true that the American market today would consume 10 per

cent more lamb than it does if the supply were available, but of course, the present price level could not be expected to persist. Under normal conditions, sheepmen would probably not ask that the present price level be maintained, but now that they are recovering from one of the most serious periods of depression in American history, the market demand for their products is a real God-send in re-establishing them.

Education in lamb eating need not be confined to the present consuming centers. A few years ago the Government made an attempt to determine the consumption of meats by regions, and found that only the North Atlantic region and the Western states really supported the lamb market. In every section except the range country urban consumption of lamb was distinctly greater than rural consumption, but the condition was reversed in the Western states. Detailed data on this question follow:

Section—	Urban Con- sump- tion Lbs.	Rural Con- sump- tion Lbs.	Total Con- sump- tion Lbs.
North Atlantic	10.9	7.6	10.0
East North Central	7.3	5.8	6.6
West North Central	6.8	3.8	4.8
South Atlantic	5.4	4.4	4.7
South Central	8.7	6.9	7.3
Western	13.6	15.8	14.7
Total	9.3	6.5	7.8

These figures were based on an unusually favorable year for lamb consumption as compared to the average, as witnessed by the total consumption of 7.8 pounds. Apparently the place where education in the consumption of lamb should begin is in the headquarters and habitat of the American Farm

Bureau Federation, for the farmer of the cornbelt averages considerably below his fellow farmer of the South. One of the biggest forces that the agriculturist is asking for today is co-operation, and here is an excellent opportunity for the farmers of two big sections of the country to help boost the product of the stockmen of a third section without any particular cost to themselves, beyond the acquiring of a taste for lamb.

Today lamb movement and lamb prices are based on New York City. New York is the largest outlet we have and it sets the pace for the marketing in the principal area of consumption north of the Potomac River, and east of the Allegheny Mountains. New York demand is based on a finished product and is easily saturated. Thin, immature staggy lambs have no place in this market and the values assigned to them are altogether too likely to be reflected all over the entire country. If lamb consumption could be stimulated in all the regions that are now subnormal or below average, much of the difficulty existing would immediately disappear and the lamb market would be on a more stable basis. Just because present-day production offers a reasonably satisfactory remuneration to the sheepman, is no reason that the gradual matching of demand with supply should be ignored. While the problem is still far off, the complications it will develop should be recognized and such active and progressive organizations as the Wyoming Wool Growers and the National Wool Growers should begin laying their plans for ultimate solution.

**King Bros.
Consignment of
Single Stud Rams**



The Truth About the Tariff and Clothing Costs

An Impartial Discussion by The Manufacturer of Recent Ridiculous Statements—
Tariff Commission Criticised For Unjustifiable Statements.

If clothing manufacturers and retailers can make these increased costs of respectively \$1.14, \$1.62 and \$2.78 the basis for increasing prices, not by those sums, but by \$4 for suits and \$7.50 for overcoats, the difference being clear profit over and above present profits, the public should be so informed. But in justice to the wool growers and the wool manufacturers, the public should not be permitted to be misled into the belief that such arbitrary price increases are attributable to the raw wool duty.

The above statement is from an editorial in the July 25 issue of *The Manufacturer*, published by the Manufacturers' Club of Philadelphia. The ridiculous statements circulated by clothiers like Mr. Goldman and by the National Association of Retail Clothiers, have apparently been accepted as true by a large part of the Eastern press. The *Manufacturer* has no interest in wool growers or farmers except as their condition affects the country as a whole. In the interest of truth and justice it has exposed the lack of foundation for the statements recently foisted upon an uninformed public. The large dailies should not do less than give prominence to *The Manufacturers'* editorial, which follows in full:

The United States Tariff Commission is an energetic, conscientious and very useful body, painstaking in its efforts, although not beyond errors in its conclusions or results. What the general public does not know or understand is that because of the very great number of diverse investigations and reports which the Commission is called upon to make, many of these must necessarily be the work of some one person, an employee of the Commission and presumably an expert in the particular matter assigned to him; and that when he has gathered, in the form of a report, all of the available facts which are known to him as pertinent to the question, this report is merely reviewed by the members of the Commission in what cannot be more than

a perfunctory way, and, if there are no obvious errors or indications of partisanship, it is then published as a report of the Tariff Commission, carrying all the influence of a document prepared after careful study and consideration by the members of the Commission.

For this reason primarily, but also because "to err is human," the Tariff Commission is not infallible. While it may be said, therefore, that there is no question but that the Commission and its employees make every effort to be right, it would be a mistake, nevertheless, fruitful of grave injustice, to accept without question, and as though beyond dispute, every statement of fact made in the name of that body.

This is amply proved by a little study of its recent report upon the increases in the costs of men's all-wool suits and overcoats which would result from the enactment of the proposed raw wool duty of 33 cents a pound, clean content.

Merely to obviate any misapprehension, we digress here to repeat what we have stated several times before, namely, that while we are firmly of the belief that adequate protection of the wool-growing industry is the proper economic policy for this nation to pursue, we cannot approve of the form in which it is proposed to levy that duty in the pending tariff bill, believing as we do that form will be disadvantageous to the wool growing and the wool manufacturing industries alike.

We are, however, equally firm in the belief that the only logical way to correct that form is to fully comprehend the fallacy of it, and not by unjust attacks based upon wholly unwarranted misrepresentations and misunderstandings. And for that reason we regard it as very important at this time to point what we believe to be the errors of the Tariff Commission in the aforementioned report—errors which differ only in degree from those which, knowingly or unknowingly, have been employed by the promoters of a country-wide propaganda which, while ostensibly aimed against the 33-cents clean content duty, is in reality directed against the protection of the wool growing industry by any form of specific duty, if, indeed, by any duty at all.

The Tariff Commission's participation in the discussion of clothing costs resulting from the 33 cents duty is based upon a letter addressed to U. S. Senator Calder, of New York, on June 8th, by the New York Clothing Trade Association, and forwarded by the Senator to the Tariff Commission with a request for a detailed report upon the subject. Parenthetically it may be remarked that the New York Clothing Trade Association seems

to have a very limited knowledge of the schedule which it condemns. In illustration of which statement it is sufficient to say that the association apparently took many of its figures from the outpourings of Mr. H. E. Miles, an opponent of protection who finds it more to his purpose to advance his theories under the name of "Fair Tariff League"; and that the association has such a restricted comprehension of the raw wool duty proposed in the pending tariff bill as to refer to that duty of 33 cents a pound by the term "33 per cent."

The Tariff Commission not only makes an obvious error in its response to Senator Calder's request, but it tacitly admits that error by suggesting for application to its first set of calculations two altering processes, one a flat reduction to 10 per cent, to offset the effect of its mistake; the other an arbitrary reduction of 20 per cent, in the event that the 10 per cent is not considered enough. These alternative reductions are themselves mere guesswork, however, and only by chance might they approximate the accuracy which the Tariff Commission could have obtained by exact calculations applied to overhead, as that item of expense is regulated under conditions of normal competition.

It is very important that the erroneous process of calculation employed by the Tariff Commission should be recognized:

(1) Because the statement is an inferential condemnation of clothing manufacturers and retailers, by assuming that they would calculate their prices to include a profit upon the amount of the increase in duty, at the same percentage that they now apply to costs in which no duty appears. Our contention is that the duty, which would affect costs only to a relatively small extent, as we shall show in detail a little later, would not and could not be used as a pretext for increasing profits in the clothing industry, any more than it could in any other industry.

(2) Because there is no doubt that the Tariff Commission's report will be widely seized upon, as it already has been seized upon by Mr. William Goldman, of Cohen, Goldman & Co., clothing manufacturers, of New York, who is one of the leaders in the propaganda against a specific duty on raw wool, as seemingly supporting the contention that the duty of 33 cents a pound, clean content, will increase the price of all-wool suits by \$4 and all-wool overcoats by \$7.50. The Tariff Commission's analysis, incorrect though it is, does not show any such thing; but Mr. Goldman makes convenient use of the report by asserting that if the Commission's figures, taken from a Department of Commerce report in 1916, were converted into the terms of present-day conditions, they would be approximately the same as his. If Mr. Goldman's contention is correct, then an examination of the Tariff Commission's report, which shows conclusively the fallacy thereof, also and automatically proves that Mr. Goldman's figures as to clothing costs under the 33 cents clean wool duty are without any basis in fact.

The error in the calculations and conclusions of the Tariff Commission employee

who prepared that report, which error is two-fold in character, had its origin in the following assumptions set forth in the report:

"The best method of making the calculation seems to be to assume that the duty will be fully effective, and to add a conservative margin in each instance to cover the overhead and profit of the clothing manufacturer and the retailer, then to make such adjustments as may be deemed necessary to cover variable factors. These selling margins may be taken, respectively, as 10, 15 and 50 per cent. A margin of 10 per cent for the cloth maker—say 6 per cent for profit and 4 per cent for selling expenses—would appear to be a very conservative estimate. A margin of 15 per cent to the clothing manufacturer accords with the average conditions shown in the 1916 report of the Department of Commerce, entitled, 'The Men's Factory-Made Clothing Industry.' A margin of 50 per cent to the retailer on his purchase—equivalent to 33 1-3 per cent on his selling price—was taken as typical. . . . An effective duty on clean wool of 33 cents per pound is equivalent to 49 cents per pound on all-wool cloth. Pyramiding 49 cents by 10, 15 and 50 per cent, respectively, gives 93 cents per pound of cloth in the garment."

"The enhancement in the cost of the cloth or clothing, as the case may be, resulting from the duty, involves an immediate increase in such expenses as interest charges, taxes, insurance, and an ultimate increase in wages."

In the presentation of its findings based upon the above figures, the Commission states that if these margins are regarded as being too high, the calculations based upon them might be reduced by 10 per cent, and, if that does not seem to bring a correct result, a reduction of 20 per cent may be made. Except among those who are seeking some comfort from the Commission's report, this statement alone is sufficient to brand the whole thing as somewhat silly and certainly wholly unreliable.

We are entirely willing to agree with the Tariff Commission that the Tariff Board, after an exhaustive investigation, allowed an average of a pound and a half of scoured wool to the making of a pound of cloth, which, of course, would make a clean wool duty of 33 cents a pound amount to one and a half times 33 cents, or 49 cents, for the pound of cloth. We are in accord with the statement that it requires 3 1/2 yards of cloth to the suit, and that the weight of cloth which goes into the average spring or summer suit is 10 ounces to the yard, and for fall and winter suits, 14 ounces to the yard. For the purpose of using the Tariff Commission's own figures we will concede 3 1/4 yards of cloth to the overcoat, with the average cloth weighing 28 ounces to the yard, although we are more inclined to the opinion that 3 yards is an ample average for heavy overcoats.

But we cannot agree with the Tariff Commission in all of the items of business expense which it states would be advanced by the duty; nor, by corollary, do we believe that clothing manufacturers generally either

could or would so greatly increase the amount of their profits upon a given sale of their merchandise, as Mr. Goldman and his colleagues have asserted (and as the Tariff Commission assumes) by computing upon the duty itself the same percentage of profit that would be charged if there were no duty at all.

Taking up the Tariff Commission's enumeration of the expense items that would be increased because of the duty, it is true that there would be a nominal increase in interest charges—i. e., upon the additional money invested in raw material because of the duty. Taxes generally, however, would be in no way affected, except in those states where there is a tax upon stock on hand or in process of manufacture—and as to this we think that the Tariff Commission should have been more explicit. Only the insurance upon stock would be increased by a tariff duty, and then only to the extent of the premium upon the enhancement in value. We fail utterly to see upon what grounds the Tariff Commission was able to include "an ultimate increase in wages."

The Tariff Commission is presumably well enough grounded in economic laws to know that if active competition exists in the clothing business, it would be impossible to increase profits by the mere will to add an arbitrary percentage to an enhancement of cost, however willing some of the spokesmen for that industry may be to follow that course. Nevertheless, it was only by the entirely uneconomic and unjustified process of pyramiding, by compound process, the 10 per cent, 15 per cent and 50 per cent of the sum of the duty itself, that the Commission was able to arrive at the conclusion that a wool duty of 33 cents a clean pound would increase the cost of a summer suit by \$2.03, a winter suit by \$2.85, and a heavy winter overcoat by \$5.29.

But, as already stated, the Commission itself was not at all sure of, or satisfied with these figures and the process by which they had been reached, and therefore suggested moderating discounts by arbitrarily deducting 10 per cent or 20 per cent from its findings, thereby offering to students of its report a choice of alternative guesses, as follows:

Instead of \$2.03 on a summer suit, \$1.83; or, if that does not seem to be about right, then \$1.62. Instead of \$2.85 on a winter suit, \$2.56; or, if that seems to be too much, then \$2.28. Instead of \$5.29 for a heavy winter overcoat, \$4.76; or, if that reduction by 10 per cent does not seem to be sufficient, make the reduction 20 per cent, which makes the amount of the increase only \$4.23.

It is of interest to compare these figures, which are admittedly inexact, with a more precise calculation of the effect of the 33 cents duty. We will take the Commission's

own figures as to yardage and weight, and in order to include all factors affected in any way by the duty, we will assume that money will cost 7 per cent (which is considerably above present interest rates), and we will compound that interest upon the sum of the duty for the average lengths of time that, from raw wool to finished clothing, the material is in the hands of mill, factory and retailer; namely, in the mill of the cloth manufacturer for four months, in the factory of the clothing manufacturer for three months, and in the hands of the retailer (general average upon a season's stock) for two months. Allowing an additional 2 per cent as an ample margin to cover the increased cost of insurance on stock, and any increase of local taxes, etc., we then arrive at the following figures for a spring or summer suit:

3 1/2 yards at 10 ounces per yard, equals 2 3-16 pounds of cloth to the suit.

2 3-16 pounds of all-wool cloth contains 3 9-32 pounds of wool.

Duty on wool is 33 cents per pound. Calculating that the cloth manufacturer turns the wool over in four months, the increase in his cost, due to the duty, on a pound of wool is 33 cents, plus 9 per cent of 33 cents for four months, or a total enhancement of 33.99 cents per pound.

If there are 3 9-32 pounds of wool in a suit, that figure multiplied by 33.99 cents, or \$1.115, will represent the mill enhancement in the suit.

Allowing the clothing manufacturer 9 per cent for three months on this enhanced cost adds .0027 cents to the cost, and makes the total increase to the retailer amount to \$1.118.

As no more than \$1.118 is, therefore, necessarily added to the cost of the suit to the retailer, and this additional capital would be invested by him for an average period of not more than two months, his charge of 9 per cent of \$1.118 for two months would bring the total enhancement in the cost of a spring or summer suit, due to the wool duty, to \$1.14.

By the same process it will be found that the enhanced cost of a heavy winter suit, due to the raw wool duty, will be \$1.62, and that of a heavy winter overcoat \$2.78.

It must be borne in mind that these figures, however, not only are for suits and overcoats made entirely of virgin wool, but that the calculations require, in the language of the Tariff Commission, the assumption "that the duty will be fully effective"—i. e., that these suits and overcoats are made entirely of wool which has been imported, and the price of which will therefore include the duty, or of domestic wool equal in price to the foreign price plus duty. But the records of Congress abound in statistics which show that the prices of domestic wool through long periods of protection have not been enhanced by the full amount of the duty. Some of the critics of the actual increase in clothing costs which would result from the raw wool duty also fail to take into account the influence of the tariff in

(Continued on page 41.)

1922

REPRESENTATIVE ENTRIES FOR THE 1922 SALE



Rambouillet Range Rams Consigned by Merritts.



Walnut Hill Farm Hampshire Entries.



Columbias Entered by the U. S. Sheep Experiment Station.



A Sample of the Quealy Range Rams.



Candland's Leading Single Stud Ram.



One of Bullard's Stud Rams.



King's Champion in the Rambouillet "C" Class at the Texas Show and their Leader at the National Ram Sale.



Range Rams Consigned by Briggs & Co.

**PURCHASE GOOD RAMS
MAKE YOUR BUSINESS**

LAST CALL FOR THE 1922 NATIONAL AT THE UNION STOCK YARDS

RAMBOUILLETS

100 single stud rams.
10 pens (5 head each) registered rams.
120 registered stud ewes.
1200 head (sold in pens of 25) range rams.

LINCOLNS

5 single stud rams.
1 pen of 5 registered rams.
40 range rams.

PANAMAS

25 range rams.

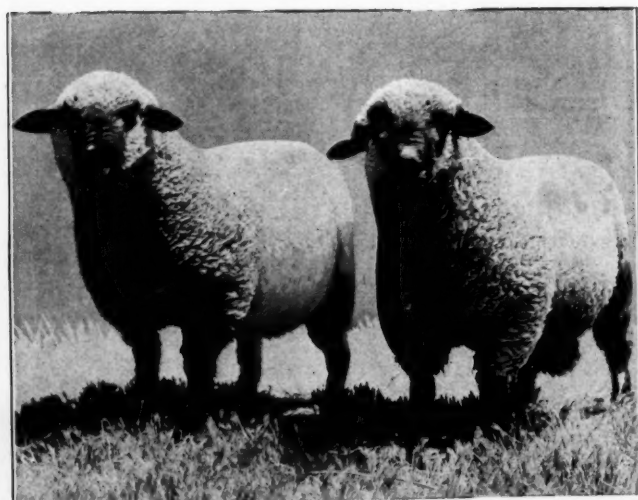
COTSWOLDS

5 stud rams.
30 range rams.

CROSS-BRED

70 range rams.

**One Dollar Will Buy More Ram Value Today Than At
To Be Had In the**



Hampshire Stud Rams consigned by the University of California.

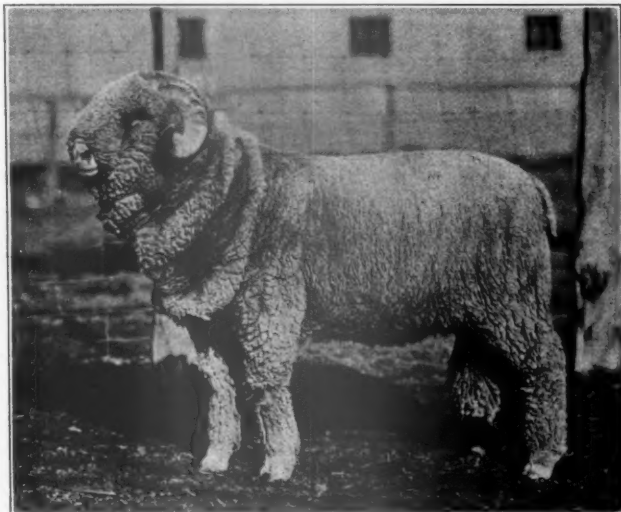


The new home of the National Ram Sale. Bill consignments to National Ram Sale.



...ed by Briggs & Son, Dixon, California.

**GOOD RAMS NOW AND
YOUR BUSINESS SECURE**



One of Quealy's Single Stud Entries.

ANNUAL RAM SALE, AUGUST 28, 29, 30

UNION STOCK YARDS, NORTH SALT LAKE

WOLFS
rams.
rams.
-BRED
rams.

ROMNEYS
5 stud rams.
10 range rams.

SUFFOLKS
5 stud rams.

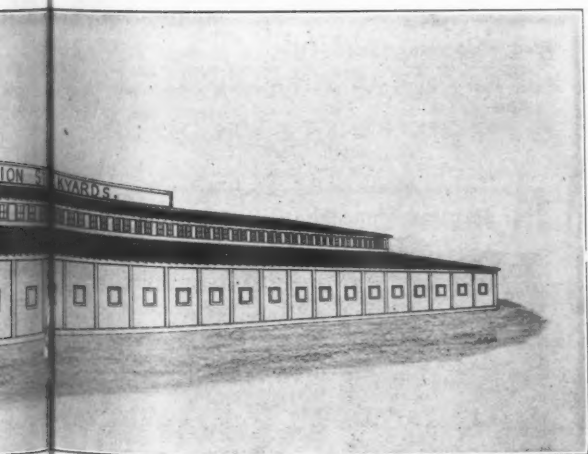
CORRIEDALES
20 stud rams.
75 range rams.

COLUMBIAS
5 stud rams.

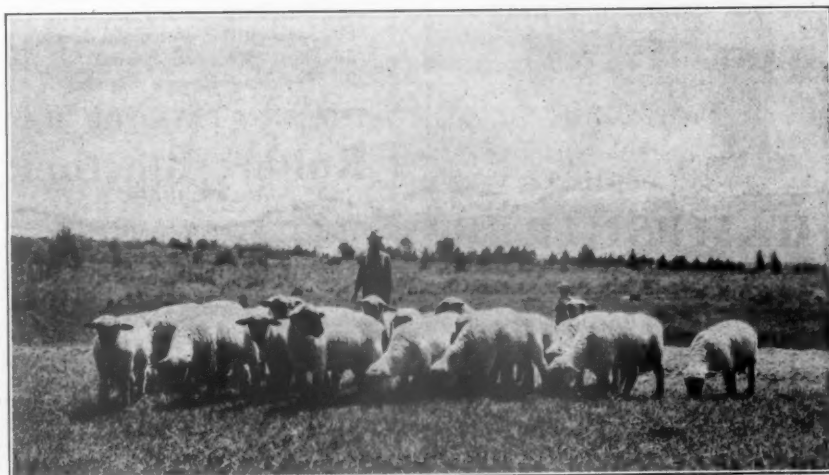
HAMPSHIRE

30 single stud rams.
5 pens (5 head each) registered rams.
150 registered stud ewes.
500 head (sold in pens of 25) range rams
(yearlings and lambs).

**than At Any Time In the Past and More Than Is Likely
in the Future**



to Annual Ram Sale, Union Stock Yards, North Salt Lake.



Yearling Hampshire Range Rams consigned by H. L. Finch, Soda Springs, Idaho.

UTAH HAMPSHIRE



My 1922 offering is limited to 50 head of yearling rams, the top of our entire lambing of last year, and a few registered ewes. See our pen of range rams at the Salt Lake Sale.

J. J. CRANER, Corinne, Utah

RIDGECREST FARM

Not the largest, but one of the choicest lots of Hampshire sheep in the United States.

Am offering young stud rams of exceptional quality for this season's trade.

Also, reserving some real rams for the National Ram Sale.

H. L. FINCH

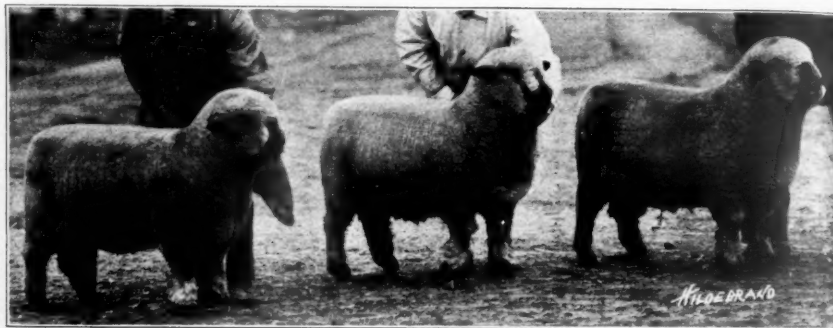
Soda Springs, Idaho



HAMPSHIRE

The best mutton sheep. Evidence: the highest-priced car mutton lambs ever sold in the world was a car of Hampshires. The price was 42 cents a pound live weight, having beaten all previous records by \$7 per hundred. When you want sheep you want Hampshires. When you want Hampshires let the American Hampshire Sheep Association send you a dandy little booklet and list of live breeders.

Write Comfort A. Tyler, Secretary,
72 Woodland Ave., Detroit, Mich.



HAMPSHIRE

Some of our imported stud rams. One of these wonderful yearling rams is our offering at the 1922 Ram Sale. He is one of pen of ram lambs winning first at Chicago International 1921.

THOUSAND SPRINGS FARM

Minnie W. Miller, Owner
Wendell, Idaho.

The Use of a Good Sire Is the Beginning of Wisdom

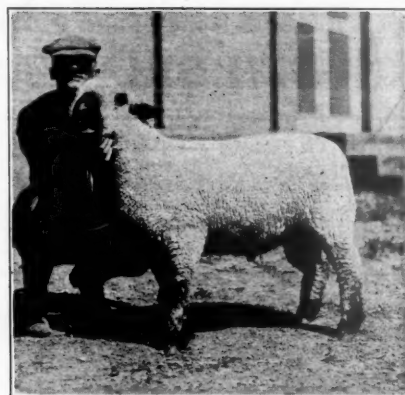
For fifteen years I have been importing the best Hampshire Sires and Stud Ewes, money could buy, and good judgment select. In 1920 and 1921 I imported the only Hampshires that came to this country. This season there will be no importing (owing to disease in England).

1922 Offerings

- 40 Imported and American bred Stud Rams.
- 200 Yearling Ewes.
- 150 Two and 3-year-old Ewes.
- 50 Four-year-old Ewes.
- 200 Yearling Range Rams.

THE BEST PAYS THE BEST

Robert Blastock
FILER, IDAHO



HAMPSHIRE

We are offering this year range rams and stud rams, also a limited number of ewes. Our rams are all registered. We are now contracting them for this season's delivery.

J. NEBEKER & SON
Laketown, Utah

The American Shropshire Registry Ass'n.



Organized 1884
Share of stock, \$5.00
6,800 Stockholders.
No annual dues.
The Largest Sheep
Organization in the
World.

W. C. COFFEY
President

J. M. WADE, Sec'y
Lafayette, Ind.

SHROPSHIRE

56 yearling and 24 two-year-old, pure-bred rams—eligible for registration. Large type. Our flock headers are the heavy-boned type from the McKerrow importation.

Address: S. R. RIGHTENOUR
409 Empire Bldg., Boise, Idaho

The July Record of Lamb and Sheep Markets

CHICAGO

Violent fluctuations have marked the course of live mutton trade all through the mid-summer season. At Eastern markets trade has been seasonally erratic due to free marketing of the 1922 crop of lambs from such states as Virginia, Kentucky and Tennessee. July developed a series of more or less severe breaks, but average prices were not open to serious criticism, especially when contrasted with what happened a year ago. At the inception of August the market showed signs of recuperation, in fact, the undertone was strong at all times, every short run forcing killers to admit their daily requirements. Had Jersey City been effaced from the market map, or the supply in territory adjacent to that point been equitably distributed, less vicissitude might have been experienced on Western markets. The rail strike was an adverse influence, as it not only seriously impaired service on Western lines, but hampered the feeder movement from the Central markets to the country, although prices were well maintained.

The July run was of liberal volume, especially at Eastern markets. The Middle South cut loose, and from such states as Washington, Oregon and Idaho, lambs of the new crop came trooping by the trainload. The dressed market lost its stride under continued weight of offerings early in the month, what amounted to a glut developing at the Atlantic seaboard. All things considered, the market held up well, although heavy ewes had another bump that made it impossible to run them without actual loss in the operation.

The First Week

High spot in July developed during the first week of the month on a light run due to the national holiday. Limited slaughter injected tone into the Eastern dressed market, infusing confidence and creating opinion that the June break had put vicissitude behind

The
Ram
Sale



Aug.
28
29
30

Gillett Sheep Company's Leading Stud Entry.

for the season. The ten principal markets handled 50,000 less than the previous week, or about 137,000 head, resulting in a 75-cent to \$1 advance over the low level at the last of June in the case of lambs, 25 cents on yearlings and 50 to 75 cents on sheep. Range stock was scarce, only twelve loads of Idahos reaching Chicago during the week, resulting in light sorting. These Idahos lacked top quality and as they sold at \$13.25@13.50 and values reached \$13.85, it is logical to assume that the right kind of Idahos would have reached \$14. Cull natives advanced to \$7.50@8 against \$7@7.25 the previous week, and when laxity of sort was considered, most of the lambs marketed that week showed an advance of \$1 per hundredweight. No choice yearlings were available in load lots, but they were quotable to \$12, grass natives reaching \$11.50 in odd lots. The best two-year-old wethers sold at \$9, light ewes scored at \$7.50 and most of the heavy ewes were eligible at \$5@6.25, these being the kind hard to sell at \$4@5.50 the previous week and

as low as \$2.50@4 at the low spot in June.

Feeding and breeding stock was scarce and in demand. Idaho lambs went to the country at \$12.60, the bulk of that stuff figuring \$12.30@12.50. Western yearling ewes were quotable to \$11.25, natives selling up to \$10 and few females going to the country below \$11.

The Second Week

The second week ending July 15th, delivered about 200,000 at the ten markets, a substantial increase that did not damage prices materially, lambs holding steady. The dressed market was encouragingly healthy owing to light slaughter the previous week. This made a healthy market for cull stock, which actually advanced in the face of a swelling movement, and as shippers were in the trade, packers did not find easy picking. Receipts of range stock increased somewhat, but were readily absorbed, Idaho and Oregon being the principal contributors. Range lambs sold mainly at \$13.50@13.75, with the feeder end at \$12.75@13. Choice native lambs reached \$13.85,

the bulk of that supply crossing the scales at \$13@13.65, with \$8 the common price for culls. Sheep advanced 25 @50 cents on a light run, heavy weights showing maximum gains.

Demand for all kinds of breeding stock was unappeasable at 25@50-cent gains, most of the Western feeding lambs selling at \$12.75@13. Few breeding ewes other than natives were available, most of these going at \$7.50@8.50 for mixed ages from two-year-olds to full mouths. The best native yearling ewes sold at \$10, one lot of Idaho yearlings making \$10.75. No feeding wethers or yearlings were available.

The Third Week

Supply was swelled during the week ending July 22nd by a run from the Northwest, that from the Middle South diminishing in seasonal manner. The ten markets handled 245,000, prices breaking under weight of offerings. Fat lambs and yearlings lost 75 cents to \$1 per hundredweight; cull lambs and light sheep, \$1@1.50, and heavy sheep, \$1.50 to \$2. Feeding lambs lost 25 cents, only yearling breeding ewes holding steady. Washington and Idaho sent a few choice lambs, but the proportion of feeder stuff in the range run was large, affording feeders an opportunity. Natives carried long cull ends, resulting in severe sorting and substantially lower prices for throwouts. Feeders were so hungry that they took trimmed native ewe and wether lambs at \$9@10, compared with \$12.75@13 for second cuts of Westerns. Bulk of the desirable native lambs sold at \$12.50@13 on the break, city butchers paying up to \$13.25 with culls largely at \$7.50@8. Choice range lambs sold at \$13.50 early in the week, but \$13.25 was the best figure on the slump. No full loads of yearlings were available, a good class of natives selling at \$10.50. Aged wethers were also scarce, good two-year-olds going at \$9, with heavy weights around \$7. The best handyweight ewes dropped from \$8 to \$7.50, heavy ewes becoming a drug, \$5 taking a good weighty kind, and extreme weights selling down to \$4.

With easier picking, feeder buyers got away from a one-price basis. The best 60-pound Western lambs scored at \$13, long strings of 64@74-pound lambs going out at \$12.40@12.50. For trimmed native lambs, it was a \$10 trade on feeder account. Demand for breeding ewes subsided, but choice 90-pound Washington yearlings realized \$11.50, strong weights selling as high as \$9.75, and a spread of \$7@8.50 taking most of the females sent to the country.

The Last Week

The last week of the month delivered about 200,000 head at the ten markets, but owing to heavy slaughter the two previous weeks, no pronounced recuperation was possible, although the stuff sold to somewhat better advantage, indicating that the worst was over. Most lambs gained 25 cents, but impairment of railroad service broke feeders 25@50 cents and heavy sheep lost as much, that branch of the trade repeating its collapse of June. By the end of the week, \$12.90 took the best Idaho lambs, the bulk selling at \$12.75@12.85, with desirable 60@65-pound feeder ends at \$12.30@12.50. Native lambs reached \$12.75 to city butchers and \$12.60 to packers, bulk of the native crop selling at \$12@12.50; culls at \$7.50@8.50. Yearlings were scarce, hidey Westerns, averaging 90 pounds, going to killers at \$9. Fat ewes with extreme weight had to take \$3@3.50, while good handyweights were worth up to \$7 and choice Western ewes to \$7.50.

Impaired railroad service, coupled with the slump in fat lambs, put a crimp in feeder trade, the most desirable feeding lambs stopping at \$12.25 and strong weight stuff going at \$11.50@11.75. Feeders took 72-pound yearling wethers at \$8 and there was a broad outlet for Western yearling ewes at \$11@11.50, natives going out as high as \$9.75 and good mixed two and four-year-old natives making \$7@8.50.

August first prices were considerably higher than a year ago, but lower than the five-year average as the following table showing tops and bulk indicates:

	Sheep		Lambs		
	Top	Bulk	Top	Bulk	
1922 ..	\$8.25	\$5.00@	7.50	\$12.85	\$12.00@
1921 ..	5.75	4.50@	5.75	10.25	9.00@
1920 ..	9.50	7.50@	8.75	15.15	14.00@
1919 ..	10.50	9.50@	10.30	16.35	15.00@
1918 ..	14.50	12.75@	14.75	18.10	16.50@
1917 ..	10.00	8.50@	9.75	14.40	13.50@
1916 ..	8.25	6.75@	8.00	11.50	9.75@
1915 ..	6.90	5.75@	6.65	9.50	8.25@

OMAHA

Although receipts for the month of July exceeded last year's supply for the same month by over 5,000 head, the total for the first seven months of the year is over 131,000 short of last year's supply for the same period. The latter part of the month receipts gradually increased due to the free movement of Western lambs, which came mostly from Oregon and Idaho, with a limited number from other range sections. The first shipment of Wyoming lambs arrived on the last day of the month. Native lambs arrived freely early in the month, but receipts gradually decreased until at the end of the month only occasional small lots were arriving.

The month of July opened with the market in healthy condition with the trend of prices upward, this situation prevailing for the first half of the month, only one lower market occurring during that time. Beginning with the third week, however, the situation was reversed, with each day's market registering a break in values. The low point for the month was reached early in the last week, after which some improvement was noted with closing prices about 25 cents higher than the low time.

Early in the month best quality lambs sold at \$12.75@13, advancing up to the middle of the month, when the same quality sold at \$13.25@13.50. The high figure was \$13.65. Following the high point prices slumped until \$12 was the limit for best choice offerings. The latter part of the month the tone of the market improved with a consequent upturn in values, both Western and native lambs holding steady to strong and selling at \$12.25, indicating a net decline for the month of about 75 cents.

A broad demand for feeding lambs has been in evidence all month and although the bulk of the outgo has been to nearby states, a more liberal movement than usual has taken place to Eastern states, principally to Illinois, Michigan and Wisconsin. Prices fluctuated during the month in sympathy with fat lamb values, although with consistent active inquiry, feeders were more stubborn than killers and breaks were not as sharp and current values are 75c@1 higher than at last month's close. Best quality are now moving readily at \$11.75@12 as against \$11@11.25 a month ago. The high point for the month was reached the second week when good quality moved at \$13 and the high figure for the month of \$13.10 was made. Western feeders are generally carrying more weight than is wanted by most buyers and frequently a premium of 25 cents is paid for sorted lambs averaging under 60 pounds. Sorted lambs of an average weight of around 55 pounds are quotable at \$12.25 at the present time.

The outgo of feeder lambs for the month totals 50,447 as compared with 23,479 for the month of June and 30,882 for July, 1921.

The healthy condition of the sheep market at the close of last month carried over into the month of July and was generally good throughout the month. This condition was not credited so much to improved demand as to the limited supply. Best light ewes that sold early in the month at \$6@6.25, moved up to \$7.50 and held steady at that figure until the big slump in fat lamb values when prices were lowered 50@75 cents, after which prices ruled steady to strong with good quality ewes moving at \$7 at the month's close. Heavy ewes showed some improvement, although generally slow to move. Paucity of supply was apparently the only strengthening factor. Almost no wethers and yearlings are arriving. Some range yearlings have sold recently to feeders at \$9 and fat range yearlings of fair quality at \$9.50. Early in the month fed yearlings sold at \$11.40, which was the last of this class offered.

B. McC.

KANSAS CITY

As usual the July sheep market developed the low spot of the year thus far. On the basis of former precedent and with only meager supplies in sight from any part of the range country, it is fairly safe to predict that it will stand as the low month of the year. A substantial rally is expected before the end of August, and what the market will do between now and the time feeders have made their season's purchases of thin lambs is conjectural. Most sheepmen expect high prices. July is usually the clean-up month for native lambs and this year was no exception. Of the 87,000 sheep received during the month only 4,300 came from Arizona, 600 from California, and 400 from Idaho, leaving more than 81,000 natives. The run of natives was a drain to almost complete exhaustion of available supplies from adjoining states, and the surprise is that only 13,000 of the 87,000 received went back to the country. July shipments to the country usually exceed 25 per cent of the receipts.

The general market developed two declines and two rallies. At the low point the middle of the month choice lambs sold under \$11.75 and \$2.00 below June. On the close the top price for lambs was \$12.75, and August started with a \$13 top. One consignment of 64-pound Idaho lambs sold at \$12 straight and six cars of heavy ewes from the Imperial Valley in California brought \$5.85 and \$6.25, relatively a better showing on heavy sheep than on lambs. Most of the feeding lambs brought \$11 to \$11.75. On the close choice fat lambs were quoted at \$12.25 to \$12.75, fair to good \$10 to \$12.25, culls \$6.80 to \$7.50, light-weight ewes \$6.50 to \$7, feeding lambs \$10.50 to \$11.75, and breeding ewes \$5.85 to \$9.

Light receipts restricted the trade in feeding lambs and breeding ewes. All offerings were cared for readily. During July there was a marked improvement in the condition of the corn crop, and hay and rough feed crops in Central states will be large, affording most favorable feed conditions. Many sheep

feeders are counting on making purchases of thin lambs in August and short feeding for late November and December markets, but the supply outlook is not encouraging.

July receipts of sheep on the Kansas City market were 87,613, or 6,361 less than in the same month last year, and the smallest in any July since 1917. In the first seven months receipts were 893,633, or 110,600 short of the same period last year. If the same per cent decrease is maintained in the coming five months the total decrease for the year will exceed 250,000. C. M. P.

DENVER

Sheep trade was fairly active on the Denver market during the month of July, just passed. While prices of lambs are somewhat lower than a month ago, values were very satisfactory to the seller and a fairly good volume of sales was reported. Receipts were considerably heavier than in June, although not quite up to those of July one year ago. The big end of the supply during the month came from the ranges of Idaho and other sections of the Northwest.

Good fat lambs were selling on the Denver market at the close of June at \$12.50 to \$13, while later best lambs found outlet at \$13.50. Toward the close of July, however, the market suffered a decline and best lambs were selling at \$11.75 to \$12. Ewes were in strong demand throughout the month and closed higher than the month previous. Good fat ewes were selling early in July at \$4.50 to \$5. At the close of the month, quotations ranged from \$6 to \$6.50.

Very little trading was done on the open market in feeding lambs in July, but considerable contracting has been reported on the range. Feeders have been contracting lambs at \$11.25 to \$12 for October delivery. Present indications point to a strong demand for feeding lambs on the Denver market during the fall months and a fairly active trade here provided the supply is adequate. W. N. Fulton.

LETTER FROM A SHEPHERD TO HIS PAL

On the Summer Range,

July, 1922.

Dear Ern:

I wisht you was here with me for a spell on account of a guy what is herding next to me who just come over from Africa a short time ago where he's been preoccupied in the sheep business and of which he dissertates some delightful incidentals. There's some class to the way they raise wool and mutton down there and I've got half a notion to go try that range a round. For one thing its always warm there—no need to pack a sheepskin coat around nor a fur cap with earflaps. Then there's oodles of room and plenty of feed. The herding is done by natives, but a white man has to sort of hang around to count the markers and replenish the herders now and then.

Its a romantic life a sheepman leads in that part of the world and I wouldn't charge a man a dime to participate in it. In the first place, you're in a country surrounded by nothing but skylines. No fences, no dry farmers, and no homesteaders. That sounds enticing, don't you think? When you get up in the morning down there about the first thing you have to do is to run a bunch of elephants out of the herd and then go see did any rhinoceruses sneak in on the bedground during the night. Then you go and investigate your herder to see did he get himself ate up by a lion or not. If he's still on deck you are ready to hit the ball for a day's work.

You perform them preliminaries before daylight, while its cool. During this epoch a cook and a couple of other natives get your breakfast for you which, if it is late, you have a extra native fan the flies off while you partake. After that you get on a camel or a ostrich and go for a couple of hours gallop. That breed of saddle stock insinuates distance about like a Ford, so you've traveled about forty miles. And when you get back to camp your natives has a perfumed bath ready

for you and some cocoanut wine which you apply according to the formality of the country. Now you can lie down and rest and have some native girls come and dance for you to while the time away. By that time it is four o'clock and they serve you some strong tea which you sip on until a native runner brings the mail from the nearest P. O. about a hundred miles away. You get your paper, see what Mutt and Jeff is doing, take on another bracer of coconut and get ready for your evening's activity.

Along about sundown the herd comes trailing in and you listen to the bells. They tune 'em in sets of seven down there, and you can tell the moment one is missing. If they're all assembled you pick up a couple of rifles and stroll down to the river and shoot crocodiles while the sheep drink their fill. By the time they've watered its night, and your natives have your silk tent ready for you, wherein you assume your repose. There is moonlight, roaring of lions, plaintive singing by natives squatting around a dying fire until you command silence so you can go to sleep.

There is more, Ern, but it takes this Africa guy to tell it. Everything is so different. For'n instance, you're camped on a creek. Here and there you see a log lying from bank to bank, only them logs is crocodiles. Let a native walk acrost and he's a goner, but a white man can cross over with impiety if he has his boots on. A croc won't eat a white person, but you want to be sure about them boots because that's the only item by which a croc can pass on your superiority.

It seems to me, Ern, a fellow just naturally rises above his surroundings in Africa. All you need to do is to keep shaved, roll up your sleeves to indicate that you're white and the rest comes according to the law of evolution. Fact is, Ern, there is only one drawback that makes me procrastinate my departure. It seems like the girls down there are all borned curly and black, and they discourse in a lingo that can't be interpreted except by signs. Outside of that, Ern, the sheep

business in Africa seems to me to be way ahead of our system as applied on the Rocky Mountain ranges. If you can think of a remedy for this deplorable defect you slip it to me on the quiet so as not to start a stampede and we'll consider making a change. Hoping that this finds you capably all right and that you will write soon, as ever,

Your Friend and Pal,
Richard A. Wormwood.

COMPLETION OF LIST OF SHEEP AWARDS AT THE TEXAS SHOW

Owing to the incomplete returns available, the July Wool Grower contained only a partial list of the awards made at the Texas Show, held at San Angelo the last four days of June. The following complete the list:

RAMBOUILLET, Type C.

(Ram, 1 year and under 2)

- 1 and 2—King Bros. Co., Laramie, Wyo.
- 3—Texas Experiment Station, Sonora, Texas.

(Ram Lamb)

- 1 and 3—King Bros. Co., Laramie, Wyo.
- 2—R. E. McWilliams, Talpa, Texas.
- (Class 4, ewe 2 years old or over)
- 1—C. P. Raup, Springfield, Ohio.
- 2 and 3—E. A. Bullard, Woodland, Calif.
- (Class 5, ewe 1 year and under 2)
- 1 and 2—King Bros. Co., Laramie, Wyo.
- 3—Texas Experiment Station, Sonora, Texas.

(Class 6, ewe lamb)

- 1—King Bros. Co., Laramie, Wyo.
- 2—C. P. Raup, Springfield, Ohio.
- 3—R. E. McWilliams, Talpa, Texas.
- (Class 7, best pen of 3 yearlings, "1921" get of one sire and bred by exhibitor)
- 1—King Bros. Co., Laramie, Wyo.
- 2—Bullard Bros., Woodland, Calif.
- 3—Texas Experiment Station, Sonora, Texas.

(Class 8, champion ram)

- 1—King Bros. Co., Laramie, Wyo.
- (Class 9, champion ewe)
- 1—C. P. Raup, Springfield, Ohio.

DELAINE, Type C

- (Class 1, ram 2 years old and over)
- 1 and 3—F. Beck, Valera, Texas.
- 2, 4 and 5—N. L. Johnson, San Angelo, Texas.

- (Class 2, ram 1 year and under 2)
- 1 and 4—Will Hale, Talpa, Texas.
- 2, 3 and 5—N. L. Johnson, San Angelo, Texas.

- (Class 4, ewe 2 years old or over)
- 1 and 3—Will Hale, Talpa, Texas.
- 2—N. L. Johnson, San Angelo, Texas.
- (Class 5, ewe 1 year and under 2)
- 1, 2 and 3—Will Hale, Talpa, Texas.
- (Class 7, best pen 3 years, "1921," either sex, get of one sire and bred by exhibitor)
- 1—Will Hale, Talpa, Texas.
- 2—N. L. Johnson, San Angelo, Texas.
- (Class 8, champion ram)
- 1—F. Beck, Valera, Texas.
- (Class 9, champion ewe)
- 1—Will Hale, Talpa, Texas.

OREGON

On the whole, range lambs over the state are in good condition and will come off the range with a high percentage of fat lambs. Contractors got busy in Baker County rather early and a large bulk of Baker lambs were bought up at low prices. In central Oregon no lambs have yet been contracted, as the disposition on the part of growers in this section is not to contract until just about selling time. These are late lambs which are not ready for shipment until September or October. It is understood that offers up to 9½ and 10 cents have been turned down in this district. One buyer, however, confidently states that he can buy 10,000 lambs for 9½ or 10 cents here. Inquiries from the Middle West indicate that possibly Iowa and Colorado feeders will make an attempt to buy lambs direct from growers in Oregon this year.

In southern Oregon and northern California, offering prices for range lambs are still rather low, due to inaccessibility and high freight rates. Buyers have not indicated that they can pay more than 8 or 8½ cents for these southern Oregon lambs, but in this locality also growers are not inclined to contract until September or early October, so no sales have been made or contracts entered into.

Range conditions are generally quite good, although there has been no rain in western Oregon since early in May, and the lower ranges are badly burned. Mountain pastures are still in excellent condition. Practically all of the wool in Oregon has passed from growers' hands either to mills, dealers, or to the Pacific association. What few lots have been left in the country have not been disposed of, as offering prices have been 5 to 8 cents a pound below those offered in late May and early June, when the peak was reached.

Some of the early free sellers who sold at from 19 up to 26 cents, are kicking themselves and vowing that it is the last time they will ever be classed among the free sellers, in spite of the patting on the back which they received from

the wool trade in general, who still remind them that by free selling in 1920 they avoided a loss which lots of their brother growers took. However, it is reasonably safe to state that these brothers who took the loss in 1920 have about made it back by more orderly selling in 1921, and again in 1922.

R. A. W.

IDAHO LAMBS SOLD

On August 1st, practically all the feeder lambs in Idaho had been sold and shipped or contracted for. I do not believe there remains 20,000 lambs that could be bought. The price has ranged from 8 cents earlier up to 10½ at the present time. At 10 cents we could have sold five times as many lambs as have been available. It now looks as if the packers would kill most of the feeder lambs before the Eastern feeders get into the market. Many of those who shipped early sent all of their lambs instead of holding back the feeders for a later shipment. While this may not look like a good practice, in the end it is probably the wise thing to do. The few feeder lambs which are cut back on the range never do very well and the loss in them as a rule just about eats up the gain in weight. This practice gets the feeder lambs out of the way early and helps the price of the fellow who ships late.

Most of the men who have bought feeder lambs are the large operators who intend to feed them; so it looks as if the small feeder who has not bought yet will be forced to pay a much higher price later on. It is predicted in Idaho that feeder lambs will bring close to 12 cents before snow flies, but whether this materializes or not depends on the date of the first snow.

What I have here said of Idaho is true of Oregon. That state had about as small a lamb crop as has ever been recorded. Some claim the crop will average 60 per cent, but 50 would be nearer the correct number. Those who have bought feeder lambs in Oregon, when telling the number they have

contracted are prone to figure their profits on the contract basis. They will be much wiser when the lambs are delivered and their profits much smaller, for the lambs are not in the country.

S. W. McClure.

IDAHO FEED PROSPECTS

At one time the past spring was credited with being the latest ever known in the state of Idaho. The season about May 1st seemed to be around five weeks late. However, this is all a thing of the past and on August 1st we are fully up to time, if not a little ahead. Our first crop of alfalfa was as good as ever grown in the state, both as to quality and quantity. Last year our hay was full of cheat grass and much of it was not worth feeding. This year the hay is clean and the first crop in most sections was well put up. It now looks as if the price would be around \$7 per ton and this will be fair for both sheepman and farmer. At \$7 one year with another, hay is the best crop Idaho farmers can grow and with the present prices of wool and lambs it is a fair price for the sheepman.

We talk a great deal about the law of supply and demand regulating prices, but something else operates also about which we know very little. This year we will have more hay in Idaho than we had last year and we will have less stuff to eat it, still the price will be around \$3 per ton higher. The thing that is operating now is the emergency tariff. This has made it possible for the sheepman to pay more for his hay and the farmer proposes to get more and I do not blame him. But every farmer who sells his hay to a sheepman this year can credit about \$3 per ton up to the emergency tariff. No law ever passed by Congress has done as much for the agricultural and live stock industry as the emergency tariff law.

S. W. McClure.

The Wool Sack

BOSTON QUOTATIONS ON TERRITORY GRADES OF WOOL FOR AUGUST 7th.

Grade.	Boston Scoured value (average)	Equivalent prices for grease wools of different shrinkage rates as shown					
		68	66	64	60	58	56
Fine and Fine-Medium staple	\$1.32½	.42	.45	.47½	.53	(1)	-----
Fine and Fine-Medium Clothing	1.12½	.36	.38	.40	.45	-----	-----
Good French Combing (fine)	1.20	.38	.40½	.43	.48	-----	-----
Half-blood staple	1.17½	.37½	.39½	.42	.47	-----	-----
Three-eighths-blood staple	.92½	-----	-----	-----	.38½	.40½	.44
Quarter-blood staple	.77½	(2)	-----	-----	.32½	.34	.37

(1) Wools of this grade seldom have a shrinkage of less than 60 per cent; in other words, seldom yield over 40 per cent of clean wool.

(2) Wools of this and lower grades seldom shrink more than 60 per cent.

THE REPORT FROM BOSTON

By Henry A. Kidder.

Though it may seem to be a paradoxical expression, it is true that while waiting for the final passage of the permanent tariff bill, the Boston wool trade is doing a fair amount of business. Possibly trading in new clip Territories has not been quite as active in July as in June. This quieting down of the demand, which led to large sales of the better Territories in the original bags, might naturally be expected to follow the transfer to mill account of so large a proportion of the early contracts and purchases. These were taken on at much lower prices than prevailed later. Consequently as prices were gradually lifted in sympathy with what was going on in the West, mill buyers became more particular, offerings of graded wool increased, and the volume moved more restrictedly.

July has been a good month in many ways, and the prevailing feeling in the leading Summer Street houses is one of confidence. About every week brings evidence of a revision of sentiment regarding the tariff; that is, in regard to when the new law may be expected to be in force. The adoption of the 33 cents per pound, clean content, by the Senate without ad valorem or other qualifications, leads to the belief that the "Agricultural Bloc" is in full control of the situation, and that such insurgency as has been developed has been simply an effort to gild the bitter pill for the Eastern voters. Best opinion in the wool trade today is that the new law will be on the books by October 15, but

another week may see a sharp reversal of opinion. Naturally importers would like to see an early settlement of the tariff question, in order that the great weight of wool now in bond might be released and the wool manufacturing industry be the sooner replaced on a normal basis. On the other hand, the large handlers of domestic wools are desirous of moving the new clip before the foreign holdings are available for competition.

Territory wools have been coming in freely of late, the arrivals of domestic wool at the port of Boston during the month of July having been approximately 40,000,000 pounds. Needless to say, there has been a substantial increase in stocks of wool here, especially of Territory grades. Furthermore, considerable wool already sold to manufacturers is still unshipped.

Choice fine staple Territory continues to be very scarce in this market, and good lots would bring \$1.35 readily on the clean basis. The current range of prices for fine and fine medium staple is \$1.30 to \$1.35. Choice fine clothing wool is quotable at \$1.10 to \$1.15. Such softening as has been recently noted in Territory grades has been for French combing and half-blood grades. French combing is difficult to sell at above \$1.15 clean, though some dealers are still asking \$1.20. Half-blood is quoted at \$1.10 to \$1.15, though some holders are asking up to \$1.17 to \$1.18 clean. Sales have recently been made at all the figures above quoted, with the possible exception of strictly fine staple, of which there is an actual shortage.

It begins to look as though the three-

eighths-blood grade was to be freely used in the new season's light-weight fabrics. Certainly manufacturers are showing unexpected interest in that grade, which has led some to hold prices firmly. Good wools of this grade are quotable at 88 to 93 cents clean, with some holders asking 95 cents. Quarter-bloods have been somewhat neglected, but some dealers report a fairly active demand, and good-sized sales on the low edge of quotations. At 75 cents clean they appear to be attractive, but at 80 cents they are slow of sale.

In the country, wool marketing for the season is about over. The only aggregation of moment in sight as this is written, in the strictly Territory wool country is the Cokeville (Wyoming) pool, which involves about a million pounds of "Triangle" wool, and is scheduled to be offered at a sealed bid sale July 31 and August 1. This is the second time this pool has offered its wool, the first sale, held June 30, having resulted in the few bids received being rejected.

Further transactions have been noted in Texas during the month, and a big pool was offered at Roswell, New Mexico, early in July. In point of time the latter was the first offering for the month in the Southwest. About 2,000,000 pounds were offered on July 3, but only about 100,000 pounds were sold on the first day. A Philadelphia manufacturer secured the only clips sold at the sealed bid sale, paying 36½ cents. Some of the clips were sold later at private sale, at 35¾ to 38 cents, clean prices ranging from \$1.12 to \$1.27, landed Boston.

At Mertzon, Texas, July 10, 1,000,000 pounds were offered, but only a small part was sold, as bidders and growers were wide apart as to values. Prices accepted were estimated to show a clean landed cost Boston of \$1.15 to \$1.20. Later Texas sales were held at Sander-son and at Uvalde and Bracketsville, all bids being rejected at the first-named

and all the wools sold at the other. The Uvalde wools were all eight-months', and were taken by Winslow & Co. of Boston. Though no official statement was made, it is understood that better than 40 cents was paid for eight-months' wool, the clean cost landed Boston being estimated at \$1.05. It is expected that the most of the unsold wool in that state, as well as in the Territory wool sections will come forward on consignment.

The position of fleece wools has not materially changed during the month, moderate sales being noted at substantially the same figures quoted at the end of June. Current quotations for Ohio and similar fleeces are 55 to 57 cents for fine unwashed Delaine, 50 to 51 cents for half-blood combings, 46 to 47 cents for three-eighths-blood combing, 43 to 44 cents for quarter-blood combing and 47 to 48 cents for fine unwashed clothing. Michigan fine and half-blood wools are quoted about 2 cents under Ohio, but the medium grades are selling on about the same basis as Ohio.

Pulled wools are very quiet, as usual at this season, the few choice old wools of good staple available being held above the market, with the current sales being mainly confined to lambs' Bs. Sales have recently been made at 85 to 95 cents, the higher figure being for choice LB wools.

At the current series of the London wool sales prices were well sustained at about the opening figures for Merinos. The slump in medium and low cross-breds at the last series led to the withdrawal of these grades from this series, and also from recent Colonial sales at Liverpool and Hull. At the East India sale during the last week in July, prices were off 5 to 10 per cent for the best wools, probably indicating the withdrawal of American support.

Australian markets are closed for the summer. The auction season is to be reopened at Brisbane, September 18, when 40,000 bales are to be offered. This is to be followed immediately by sales at Adelaide and Melbourne and Geelong.

The American Woolen Co. opened its light-weight staple serges and worsted and woolen goods, July 17. As anticipated, prices quoted on serges and worsteds were out of line with the wool market, but on woollens were more satisfactory to competitors and the wool trade. It is no secret that the worsted trade has been unsatisfactory all the year, and low prices may have been made to stimulate interest. It is also suggested that the big concern may have had a big stock of wool, tops and yarn, bought at lower prices than now prevail, enabling it to give its customers an advantage. It was further suggested that the American may have had an accumulation of worsted goods which it was desirable to move. Its announced policy has been to keep its mills running, while its competitors have been shut down or running on part time. Other manufacturers have since opened their new lines in part, and by the middle of August, the light-weight season ought to be wide open. The outlook is considered excellent for woollens, but a little uncertain for worsteds. Wool men are convinced that it is to be a "woolen" year.

THE COKEVILLE POOLED WOOL SALE

The second offering of the Cokeville pooled wools was made on July 31st and August 1st. The situation had not changed materially since the wools were first offered on June 30th. However, the members had agreed to retain the pool as a unit until July 31st, in the hope that railway matters would improve sufficiently to afford a normal market for the wools during the life of the pool. While the situation remained unchanged, it was considered necessary to advertise the sale before asking the members to make final decision as to action beyond July 31st. Some ten or twelve wool dealing and consignment houses were represented at the latter dates. No sales were made during the first day's offerings, although a number of bids were received upon seven or eight clips, from which sample bags were drawn and inspected.

The members of the pool then decided to suspend all previous agreements and obligations for a short time in order to permit those under the necessity of making immediate sales to take what action seemed best. Sealed bids were again received and a number of clips disposed of at 32 and 33 cents (without discount for tags). The total sales amounted to around 250,000 pounds, which is somewhat less than one-third of the total amount entered in the pool of thirty-seven separate individuals and corporations.

The balance of the wools is on hand and final agreement as to whether it shall be handled as a unit or by individual clips had not been reached at the time of the Wool Grower's latest advice from Cokeville, though it is stated by our correspondent that a large amount of the wools will certainly be consigned to the National Wool Warehouse and Storage Company of Chicago.

The initial experience of Cokeville wool growers in co-operative selling has been markedly beneficial and the educational results make certain an earlier and farther reaching action next season. Notwithstanding the adverse comments from a number of sources, it has been pointed out that (1) the advertising of the pool brought out the largest attendance of wool buyers that have ever visited Cokeville at any one time; (2) that bids were received from a number of wool houses that had never before shown any interest in wools in the region of Cokeville; (3) that most buyers are opposed to the co-operative handling and selling of wools and that this position served materially to convince growers of the need of larger and more strongly held wool pools; (4) that co-ordination of local units under proper regional heads is an essential to the efficient working of the wool pooling plan; and (6) that under such a plan, combined with the maximum amount of grading at shearing plants, a degree of competition that has not heretofore been known could be relied upon.

WOOL POOLING IN NEW YORK STATE

I am pleased to note in your last issue that a frank discussion of the merits of co-operative wool marketing is invited. This discussion might well have been opened earlier in the season, but it is not too late for 1923.

The desire for co-operative marketing has grown because the farmers were not fully satisfied that they were receiving fair treatment from the so-called "middlemen." Or, if they had no objections to the treatment and accommodations, it was evident that the middlemen were exacting too much in the way of charges for the service performed. Now the only farmer who is of any value to a co-operative movement is one who sincerely desires to participate because he is satisfied in his own mind that the principle of co-operative marketing is practicable and right. Co-operation is for those who desire to co-operate and who can be depended on. The typical "farmer from Missouri" who is constantly shouting for some one to show him the advantages of co-operation is of no immediate value to the movement. Let him go by himself. He will be a typical follower, if no worse. Why should the farmers expect that any group of people other than the farmers themselves would have any great interest in the success of co-operation? Most other groups would prefer to see co-operative dealing among the farmers fail.

Wool is one of the easiest commodities to handle and market co-operatively. All that is required is a central storage point, the employment of responsible graders, and efficient accountants. The principle is right—namely, direct marketing from the producer to the mill. The producers can employ experienced men as well as commission firms. The details are not difficult.

The important thing as I see it is that the producers shall mutually agree to sign wool marketing agreements among themselves, binding agreements, so that there will be no question as to whether or not they will deliver their

clips of wool. Promises are of little tangible value. Men will desert, sell out, or even antagonize their own association if it is to their advantage. A sincere man will not hesitate to bind himself to his organization. All others who wish to participate should be required to sign agreements. Without these agreements a co-operative marketing enterprise is apt to evaporate. Witness some of the 1922 wool pools that were built on nothing definite.

New York state is not much of a wool producing state any longer. Its 1922 pool of 500,000 pounds is up to its three year average, and all participators are signed up on wool marketing agreements.

In the main the growers in this state are well pleased with their endeavors during 1920 and 1921 to grade and market their wools co-operatively. The holding of the 1920 clip for eighteen months was a long siege, but the producers won out.

In this state the individual producers are organized into county associations, of which there are thirty-six. These in turn have organized the state association, which functions as the agency to supervise the warehousing and marketing. Definite marketing agreements are being effected between the producers and their respective associations with the view of building permanent co-operative marketing enterprises.

There is every reason to believe that co-operative wool marketing in New York state will prevail over the old practice of selling to local dealers.

F. E. Robertson,
Manager New York State Sheep Growers' Co-operative Association.
Syracuse, N. Y.

WOOL IMPORTERS' CASE AGAINST THE EMERGENCY TARIFF

The wool trade at Eastern points is indulging in considerable discussion of the case brought against the collection of duties upon combing wools under the Emergency Tariff Act. Trade and other papers have given large amounts of space to this question and to fore-

casts of its possible dire effect upon the present level of the wool market. In contrast with former times running back to the origin of wool tariffs, the trade centers appear to be unable to discern the real sentiment of the country as a whole, or the intention and purpose of Congress so far as these forces relate to policies affecting American wool growing.

The present furore is occasioned by the filing of a case against the Treasury Department's interpretation of paragraph eighteen of the Emergency Tariff Act. The Treasury Department upon May 27, 1921, commenced the collection of duties upon all imported wools other than those of the carpet classes. At the time this occasioned no comment from any source, and as is well known, large quantities have been and are being entered as carpet wools and thereby exempted from duty, in spite of the fact that the same wools are being used very largely in the manufacture of clothing. Some astute importers conceived the idea of at least delaying matters by attacking the phraseology of the paragraph referred to. It is claimed that under the wording of the paragraph, the Treasury Department cannot legally continue the collection of duty on other than "clothing wools," and that duties already collected on combing wools should be refunded to the importers.

The Emergency Tariff Act provided duties of 15 cents per pound on grease wool, 30 cents on washed and skirted wool, and 45 cents upon scoured wool, to be collected upon "wool, commonly known as clothing wool, including hair of the camel, angora goat and alpaca, but not such wools as are commonly known as carpet wools." That the wording of the act adopted by Congress was unusually lax as applying to carpet wools is well known, but it takes a fertile imagination to conceive that it was the intent or purpose of Congress to require that the duty should be collected only upon the shorter fibred fleeces, known technically in the wool trade as being of the "clothing" grade. Neither is there any

material prospect that the Customs Court, or any other court, can so construe the act. However, the intention of the framers of the act does not apply. The ruling of the courts as to the meaning of the words as printed must govern. On this basis the importers' case rests only on the possibility of their convincing the court that when Congress said "commonly known as clothing wools," that that phrase did not mean the general type of wools made into clothing, but rather that it referred to only the clothing grade.

The case was originally set for hearing in May but has been repeatedly postponed and is now scheduled for final argument on September 19th. In the meantime, all imported wools susceptible of combing are either being held in bond or being released upon the payment of the duty under protest. It has been argued that this accumulation of wools in bond is the direct outcome of the case against the Emergency Act. As a matter of fact, however, it is rather the result of a policy of delaying payment of duty in the expectation that the regular duties soon to be effective will be less than those required under the Emergency Act. This is certain to be true in the case of wools subject to the 30-cent duty on account of having been skirted.

In the very unlikely event of the government's being defeated in its defense of the course of the Treasury Department, and in the further event of continued delay in the passage of the Fordney-McCumber bill, a considerable volume of wool will enter the market without payment of duty. This might temporarily affect the price of domestic wools. To produce such a result, however, it will be necessary that the importers secure a decision against the Emergency Act prior to the final enactment of the regular bill now pending. The probability of such an occurrence is most remote.

Much of the talk from wool centres in recent weeks indicates belief in imminence of a further advance during the fall months.

PACIFIC WOOL GROWERS PASS 2,000 MEMBERSHIP MARK

The membership of the Pacific Co-operative Wool Growers, during the last week in June, passed the 2,000 mark, which makes it the largest co-operative wool marketing organization west of Iowa, and perhaps the largest in the United States, in which members are required to sign five-year marketing agreements as a prerequisite of membership.

During the month of June, 61 wool growers residing on the islands above Puget Sound in San Juan County, Washington, joined the Pacific Co-operative Wool Growers and sent a 50,000-pound shipment of wool to the association. The quality of wool from these islands is much better than was expected. It runs largely quarter and three-eighths with a small percentage of low quarter and a very small percentage of braid. The wool is lofty and strong, although the shrinkage is slightly higher than that of valley wools. Wool growers in Island County are now joining the organization. The association now has 2,100 members in Oregon, Washington, northern California, and western Idaho.

The Pacific Co-operative Wool Growers, which has been advancing 60 per cent of the value of the wool to growers upon shipment of the wool to the association, on July 1 reduced the interest rate to $6\frac{1}{2}$ per cent. This was made possible by a more favorable arrangement made by the management in co-operation with the association's bankers. As interest rates in the country are not less than 8 per cent and frequently 10 per cent, the new rate is making a substantial saving for members, and large numbers of applications for advances are being received.

The Pacific Association in 1921 had the lowest handling charge per pound of any of the straight wool marketing organizations, the total cost being a trifle less than $2\frac{1}{2}$ cents per pound. The bulk of the other marketing wool associations or pools handling farm flock wools, had a fairly uniform cost

ranging from 3 cents per pound upwards. One Middle Western association reports a 2-cent per pound handling charge, but in this case, the cost of grading the wools was entirely paid for out of state funds donated to members of this Middle Western pool, while on the other hand, the largest proportion of the Pacific Association's expense was for grading and warehousing.

The Pacific Association now has as customers large worsted mills who bought the bulk of the 1921 wools, and reported themselves as being well satisfied, and now desire to buy about six times the amount of graded wool that the association can supply.

The bulk of the members report themselves as being well satisfied with this method of wool marketing as it brought them about 7 cents gross or 4 cents net, per pound more than the average price paid outside the association for similar wools, during the same period as shown by several hundred questionnaires filled out by wool growers.

The headquarters of the association are in Portland, Oregon.

NORTHERN ARIZONA

The conditions in northern Arizona are exceedingly fine this summer. The summer rains are the heaviest in years and are well distributed. We had over an average lamb crop and the loss has been comparatively light. The top wool brought 43 cents net. This was strictly fine wool. Some lambs have been contracted for 10 cents, October first delivery, while others are holding at $10\frac{1}{2}$ cents. There will not be any fine-wooled ewe lambs for sale here this fall. The aged ewes that have been sold have brought \$5. Other owners are holding their ewes for \$5.50 and \$6. Some ewes are being bucked for early January lambing.

A. L. Co.
Kingman, Ariz.

If you can't come to the Ram Sale send the boy. He needs to know more about sheep than his father did.

WITH THE STATE ASSOCIATIONS

(Continued from page 20.)

stock industry of Arizona are an adequate loan system, a well organized marketing arrangement, lower freight rates, and reduced commission charges. Said he, "The most hopeful sign for the cattlemen is in the increased consumption of beef. The meat supply is also 65 per cent below the five-year average, but the exports have been decreasing steadily since 1919." About 100,000 head of cattle in Arizona have been shipped this spring, he said, with the price a little better than last year, but still below the cost of production. The recently organized Forest Permittees Association was endorsed by him.

In his report on the conditions of the sheep industry, Mr. Hugh E. Campbell of Flagstaff, president of the Arizona Wool Growers Association, expressed his satisfaction on the more prosperous condition of the wool growers. His address touched on range conditions, the proposed tariff on wool, a non-partisan tariff commission, national forests and the range appraisals now being made thereon, the increase in the wool clip in Arizona over that of a year ago, methods of wool marketing, reductions in commission charges and freight rates on sheep and wool, the Truth in Fabrics bill, the question of uniting the Wool Growers and Cattle Men's Associations into one body, suggested by Mr. Boice; and the good work being done by the members in Congress from Arizona. His was an excellent talk on matters relating to the sheep industry, both in a general way and as to local conditions. It was optimistic throughout and enheartening to all who had the pleasure of hearing it.

Separate meetings of the two associations were held on July 7th, that of the wool growers being the regular annual meeting. This meeting of the wool growers was given over to a reading of the minutes of the mid-winter meeting and of letters and communications, and to hearing reports of standing committees and

of the treasurer. President Hugh E. Campbell, for the benefit of those not in attendance the day before, repeated parts of his speech made at the initial joint meeting, mention of which has been made, going a little more into detail on the question of consolidating the two bodies, saying that he was not in favor of it at this time, as there were some features of the sheep industry that might be lost sight of if the wool growers merged their association with that of the cattlemen, the latter having a much larger membership. The meeting went on record, however, as favoring a joint board composed of an equal number of members from each association to handle matters of mutual interest.

For their excellent work in behalf of the livestock industry a vote of thanks was extended to all members in Congress from Arizona, and to Frank R. Gooding, Senator from Idaho, for his stand as chairman of the Agricultural Bloc committee in Congress.

Interesting talks were made before the meeting by P. G. Spilsbury, president of the Arizona Industrial Congress; D. A. Gilchrist and M. E. Musgrave, both of the Biological Survey, and F. C. W. Pooler, forester in charge of the Arizona and New Mexico district. A resolution directed against scabies on the Indian reservation in Arizona, and one providing for a joint committee to co-operate with a similar committee appointed by the Cattle Men's Association on matters of mutual interest, were adopted.

Following the adoption of the resolutions officers were elected for the year 1922-1923. With the exception of Charles E. Howard, a member of the advisory board, no changes were made. Mrs. Howard, widow of the late Charles E. Howard, was elected to the place made vacant by the death of her husband. The officers for the ensuing year are: Hugh E. Campbell, Flagstaff, president; Charles E. Burton, Ash Fork, vice-president; F. W. Perkins, Flagstaff, secretary-treasurer; James Scott, Pinedale, second vice-president; Hugh E. Campbell, F. W. Perkins, John Hen-

nessy, A. J. LeBarron, all of Flagstaff, and H. J. Gray of Williams, E. H. Duffield of Cooley and A. A. Johns of Prescott, members of the executive board; John Hennessy, Flagstaff, Mrs. Charles E. Howard, Phoenix, Colin Campbell, Ash Fork, James Scott, Pinedale, and E. A. Sawyer, Winslow, members of the advisory board. Members of the advisory board for Coconino, Tusayan, Prescott, Sitgreaves and Apache National Forests will remain the same for the ensuing year.

Meeting again in joint session, the members of the two associations were favored by a number of instructive addresses, the speakers being C. B. Heine-man, vice-president of the American Packers Institute of Chicago; P. G. Spilsbury, president of the Arizona Industrial Congress; R. M. Hagen of the California Cattle Growers Association; F. C. W. Pooler, district forester of Albuquerque, and C. S. Brown of the Arizona Farm Bureau.

Resolutions adopted were as follows:

1. Relative to making Frontier Day celebration at Prescott a state institution, supported by the state.
2. Urging the passage by Congress of legislation to aid in financing the livestock industry, a law favorable to the industry and establishing a permanent policy.
3. Commending the action of the American Livestock Association to get reduced railroad rates and urging the Interstate Commerce Commission to lower the rates.
4. Advocating the passage by Congress of a bill establishing a non-partisan tariff board.
5. Commending the Congressional delegation from this state for their stand in aiding the livestock industry.
6. Thanking Frank L. Gooding, Senator from Idaho, for his stand as chairman of the Farmers' Bloc committee in Congress.
7. For joint action of cattle and sheep raisers: Resolved, that in order to facilitate the work of the Arizona Cattle Growers and the Arizona Wool Growers Associations, a joint committee

be formed as follows: The presidents and secretaries of both associations shall be ex-officio members of the committee and also five members from each association to be selected by the associations as they may desire. This committee shall be known as the board of directors of the Arizona Cattle Growers and Arizona Wool Growers Associations.

The board of directors shall elect its own chairman and perfect its organization as may be necessary and shall have full authority to act upon all questions of mutual interest to both associations, to the end that through co-operation many of the problems of both associations may be solved and through combined influence, greater efficiency and prompt action may be secured on all questions affecting both associations.

THE TEXAS CONVENTION

The Seventh Annual Convention of the Sheep and Goat Raisers Association of Texas was held at San Angelo during the last four days of June. Timely speeches, a "chevon" barbecue, meat canning demonstrations, the 100 per cent virgin wool and mohair exhibits under the direction of L. M. Murphy of the Wool and Mohair Scouring Plant of College Station, Texas, the government predatory animal exhibit and the showing of the film "The Story of Virgin Wool" made it a most interesting convention.

Col. C. C. Walsh, president of the Central National Bank of San Angelo, welcomed the sheep and goat men to that city and Judge James Cornell of Sonora responded, praising the city highly and advocating strongly the support of the Texas association.

In his annual address, President R. H. Martin of Del Rio gave a resume of the past work of the association and of things to be accomplished. He told (1) of the association's efforts to suppress loss of stock by theft and urged all citizens to do their full duty in working for the conviction of guilty parties; (2) of the benefits accruing to stockmen through the operation of the Emergency

Tariff Act; (3) of the work of the Agricultural Bloc with Senator Gooding of Idaho as chairman in securing proper protection for Southern products as well as for those of other parts of the country, and the need for sending petitions to Congress urging that body to accord this protection; (4) of the need for co-operation with the Cattle Raisers' Association in such matters as regulation of freight rates upon live stock, enactment of proper tariff rates on hides, conviction and punishment of thieves, etc.; and (5) of the need for stricter enforcement of the quarantine regulations against scab infected districts.

An interesting talk was made by F. E. Baker, sheep salesman of the Cassidy Southwestern Commission Company, who spoke on the successful feeding of Texas sheep at railroad feed yards. Governor Pat M. Neff, in an out-of-door address, advocated homespun economy and the stricter enforcement of all laws. Mr. C. C. French of the Fort Worth Stock Yards, introduced a plan to ship old ewes to farms around Fort Worth for the bearing of lambs and the fattening for market of both the ewes and young sheep.

Other instructive addresses were given by Gus Reiniger of New Braunfels, secretary of the State Tax Assessors' Association, who plead for a more uniform and equal system of levying taxes; by W. F. Treleven, general live stock agent for the Santa Fe, on the prevailing high rates on live stock; by H. H. Williams, live stock editor of the San Antonio Express, on the Old Time Drivers Association; by Dr. A. K. Fisher of the U. S. Department of Agriculture on the necessity of federal and state co-operation in predatory animal extermination work; and by Prof. W. R. Magee and Bob Davis on the methods used in judging sheep and wool, and goats and mohair, respectively. The latter talks were accompanied by practical demonstrations.

The last day of the convention was spent in the consideration of the report of the resolutions committee and the election of officers. Resolutions were adopted regretting the death of Captain

S. B. Burnet, prominent in Texas cattle raising circles; thanking Governor Neff for his co-operation, and Congressman Hudspeth and Senator Sheppard for continued diligence in working for measures looking to the improvement of various industries of their section of the country; asking all west Texas banks to make it a requisite that all borrowers on sheep and goats be members of the state association; favoring the policy of tariff duties being levied upon wool and mohair and upon hides proportionate to duties levied upon the products of the factories of the East manufactured therefrom; recommending the appointment of a committee to draft a bill to be presented before the next legislature providing for a state appropriation for the eradication of both predatory animals and rodents to be used in co-operation with the Bureau of Biological Survey; requesting the release by the War Finance Corporation of the clips of wool and mohair from the flocks under mortgage to that corporation to the growers, and permission to use proceeds of the sale of such wool and mohair for other purposes than the liquidation of their mortgages; urging the fire branding of sheep and goats to deter the theft of such animals; favoring the passage of the French-Capper Truth-in-Fabric bill by Congress; pledging support to the wool and mohair scouring laboratory established and operated by the Texas Experiment Station for the purpose of determining shrinkage; asking aid from the Interstate Commerce Commission for the Orient railroad; urging the popularizing of "chevon"; and commending the work of the Southern Tariff Association.

The following officers were elected:

Claude A. Broome, San Angelo, president; John S. Allison, San Angelo, first vice-president; E. K. Fawcett, Del Rio, second vice-president; J. B. Murrah, San Antonio; B. M. Halbert, Sonora; J. B. Moore, Del Rio, and R. H. Martin, Del Rio, honorary vice-presidents; James T. Elliott, San Angelo, secretary-treasurer; Thurmond & Belcher, Del Rio, attorneys for association.

SHODDY STATISTICS STILL UNCERTAIN

The April number of the Wool Grower carried a discussion by Prof. J. A. Hill of the University of Wyoming of the variations that exist in the estimates of the amount of shoddy used in the clothing of the world. He quoted from statements made by J. W. Bliss of the John T. Slack Company of Springfield, Vermont, and by Paul T. Cherington, formerly secretary of the National Association of Wool Manufacturers. Mr. Cherington replied in the May issue, giving census figures on amounts of reworked wool or shoddy used. The following is Mr. Bliss' statement as to his position:

"When asked to talk before the student body of the Lowell Textile School on reworked wool, it was understood by those who asked me to come to Lowell as well as by myself, that I should tell about the materials, their source and classes, the different steps in the manufacturing of the raw materials into the finished product, reworked wool and how it is used by the woolen industry in making fabrics. I understood if I made any statement relative to the amounts or virtues of either virgin wool or reworked wool, it would be open to controversy.

"After the lecture I allowed the students to ask questions so as to make clear any point not already understood. One student asked for figures on the amounts of virgin wool. I explained to them as I have in this letter, the dislike to give mere figures which are, when given alone, very misleading and always open to question. I finally gave the following figures, after emphasizing the point that they were approximate figures. We would say there was some two and a half billion pounds of grease wool clipped in the world each year, which would leave some billion of pounds, clean basis. It was assumed there were at least a billion people to wear this amount of wool in the form of clothing. I then referred the students to the bulletin published by the Department of Agriculture and Department of Commerce for absolute figures on the wool clipped and used in this country; also, the amount of reworked wool produced and used.

"I think Mr. Cherington has answered in his letter published in the May issue of the National Wool Grower all questions relative to the amounts of virgin and reworked

wool used and these are the figures I asked the students to accept as being correct."

J. W. Bliss.

On the above letter, Prof. Hill makes the following comment:

"It seems from his letter that Mr. Bliss infers that the press report of his speech was not altogether accurate, in that he did not make the direct statement that four pounds of shoddy are used in the world to every pound of clean virgin wool. In his letter he accepts without question the government statistics on shoddy already quoted by Mr. Cherington.

"I still believe a contradiction of statistics exists, which is certain to be more or less confusing to simple-minded people. I hope an able statistician will some day investigate the statement that creeps into print every once in a while, to the effect that there are one billion people in the world who require annually at least five pounds of either virgin clean wool, or recovered wool fiber to clothe them, and that only one-fifth of this amount of clean virgin wool is produced annually. Sometimes the conclusion that shoddy comprises four-fifths of the wool fiber in use is stated. Sometimes, as Mr. Bliss said he did in his answer to the question of the Lowell students, the speaker or writer lets the listener or reader draw the obvious conclusion.

"It seems that the amount of wool produced is pretty accurately known. Therefore, the question to be investigated is whether there are in the world one billion people who use five billion pounds of wool fiber, virgin or recovered, annually. If this is true, the four-to-one ratio, it seems, must follow; and it is probable that the United States consumes more shoddy than the statistics show, otherwise, the rest of the world must be very poorly clothed indeed. If the amount of wool fiber consumed annually has been incorrectly estimated, it might be a good thing to revise the estimate. Then we shall no longer have the spectacle of one set of people who are in favor of the unrestricted use of shoddy, saying 'we must have shoddy or the people will freeze, as four-fifths of the woolen clothing worn by the human race is made of shoddy,' and at the same time another set in favor of the same thing, deriding the advocates of pure fabric laws for using the same statement to show that shoddy is ruining the wool business."

J. A. Hill.

Laramie, Wyo.

ARIZONA WANTS PUBLIC YARDS ON PACIFIC COAST

While there is no question that the Pacific Coast is growing in favor each year as an outlet for the lamb and mutton products from Arizona, the need of a public stockyards in cities such as Los Angeles and San Francisco where sheep and lambs can be shipped and sold at their true value on a competitive basis, is becoming greater each season. The archaic system in vogue these many years by means of which

sheep and lambs are sold on the range to traveling buyers should have no place hereafter in the scheme of things. In marketing in this way, the grower has no opportunity of selling his products on their merits. It is too often the case under the present system on the ranges, depending on the needs of the buyers, that as much or even more sometimes is paid for inferior lambs as for choice ones.

The fault lies not so much with the buyers, who work under instructions and buy as cheaply as they can, as with the system. The need for better markets and marketing methods is thus apparent.

But few sales of range ewes have been made in Arizona thus far this year. The only sale reported is said to have been made at \$10 per head, the ewes in the transaction being of good ages but of fair quality only. A sale of 3,800 aged ewes bred for early lambing in the Salt River Valley, was recently made at \$5 per head, delivery to be made in November. Many other sales of this class of ewes, it is said, could have been made to ranchers in the Phoenix section had growers been disposed to lower prices some.

At this time, July 25th, the rainfall on the summer ranges in the mountains and uplands is considerably below the average for the season. The ranges as a result are deteriorating. Prevailing just at this time when growers need to get their lambs and sheep in marketable form, this condition is causing some uneasiness among sheepmen in the sections most affected. Since early in the spring the ranges, in a general way, have been perhaps a shade below normal, but as the summer rains were expected to relieve this condition no apprehension was felt. Now that these rains are lacking the droughty conditions are becoming acute in places. Bert Haskett.

Chicago capitalists have announced that work is now under way upon a public stock yards located on the outskirts of Los Angeles to be opened for business in November.

JULY WEATHER ON WESTERN RANGES

By J. Cecil Alter

The following summary of weather, live stock and range conditions has been prepared from the various reports and publications of the United States Weather Bureau:

UTAH—Comparatively dry, hot weather has prevailed, with only one important shower period, in the third week. The ranges have thus depreciated slowly, especially at the lower levels, and while feed continues fairly good as a rule, rain is greatly needed in nearly all sections. Little fall feed has grown so far on the major winter desert areas. Cattle and sheep continue to do very well.

NEVADA—Abnormally dry weather early in the month caused some range deterioration, and some live stock sales or movements were necessary, especially in southern counties. However, showers in the third and fourth weeks were highly beneficial, relieving the drought on the ranges quite generally. Stock are doing well.

IDAHO—Hot, dry weather has been rather unfavorable for the range, and while feed has continued fairly good and local showers have been beneficial, there is an important need for rain, particularly over the more southerly National Forests. Live stock are still in fine condition generally and are doing well.

MONTANA—Dry weather has shortened the grass crop and feed is only generally fair, though both cattle and sheep have continued in good or excellent condition. Shearing was completed early in the month. Farm pastures have been good or excellent in some sections of the state.

WYOMING—Warm, dry weather has been hard on the range in many localities and grasses have begun to cure in some sections. However, feed

has continued ample generally and both cattle and sheep have done well. Recent rains have been very beneficial in the Big Horn Basin. Grasshoppers have damaged the second crop of alfalfa in the Sheridan Valley.

COLORADO—The ranges and pastures have been very dry generally, especially at the lower levels. Cattle have done fairly well but are becoming thin locally due to the dry, lean range. Showers brought temporary relief over the more elevated parts of north-central counties, though rain is again needed in all sections.

WESTERN TEXAS—Rain is very much needed in all sections to freshen

the ranges and replenish the water holes. Live stock have suffered some deterioration and are only in fair condition as a rule, though in some sections they are holding up very well.

NEW MEXICO—The range has been good in most eastern counties but very poor in the central and western portion, with stock in the latter districts barely holding their own. The present outlook for fall and winter range feed is considered very poor.

ARIZONA—A noticeable improvement in ranges resulted from the scattered showers in the second, third and fourth weeks, especially in the south-eastern and north-central counties.

GOOD BYE! COYOTE!!

FINE IMPORTED HIGH POWER
TELESCOPE RIFLE Brand New \$37.50



High-grade Gemehrfabrik 8MM.

Mauser Rifle, with fine Gerard six-power telescope sight. A value which could not be offered except for unusual exchange conditions and which cannot be offered after new tariff bill passes.

SPECIFICATIONS: Fine walnut stock with checkered pistol grip, cheek piece. 23 inch barrel, silver bead front sight, two-leaf hunting rear sight, which can be used whether telescope is mounted or dismounted. Double set trigger, flush magazine holding 5 cartridges, weight 6 1/2 lbs., calibre 8 MM. only, using American or imported cartridges. Six power telescope, worth \$35.00. We have tested this rifle for accuracy, it is an instrument of precision. You can drive a nail with it. Real value \$100.00. Price while this lot lasts, \$37.50. Soft point imported cartridges, \$7.50 per hundred. Sent C.O.D. with examination privilege on receipt of \$5.00 Money Order. With all orders with cash in full we will pack 25 cartridges free. Send Money Order or Certified Check. Order immediately: quantity limited.

Highest Grade Genuine Waffenfabrik Sporting Mausers

The World's Standard

No. 3. Plain Sporting Model, like cut, with 24-inch round barrel; a rifle for service, single trigger. Only \$40.00

No. 1. Like cut, but with fancy stock, half octagon barrel, raised matted rib, \$55.00.

No. 2. Western Model. Saddle rifle, 20-inch barrel, full stock, flat bolt, cleaning rod in butt, \$65.00.

Nos. 1 and 2. With double set trigger, \$2.50 extra.

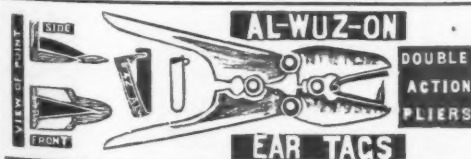
These fine rifles are correctly chambered for our 30-06 U. S. Government cartridge. They are brand new—made of the finest materials, and the workmanship is of the best. All parts hand fitted. Each rifle star gauged and thoroughly tested. These rifles also chambered for 7 and 8 MM. We have the Western Model in 8 MM. only, with double trigger, at special price of \$47.50. Also limited quantity 7 and 8 MM. just like cut, while they last, at \$30.00 each; no more to be had after these are sold. A fine leather adjustable sling is attached to each rifle.

Will ship C.O.D., subject to examination, on receipt of \$5.00 money order. If cash in full is sent we pack 25 cartridges free. Send M.O., express check, or certified personal check, and immediate shipment guaranteed.

These rifles will be much higher in price on passage of tariff bill. ORDER NOW. These prices guaranteed to October 1st only. Circular on Request.

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MADE OF
ALUMINUM
FOR CATTLE,
HOGS, SHEEP,
HORSES, Etc.

NON-CORROSIVE AND NON-POISONOUS.
One Squeeze Attaches Tag Instantly

Write for Free Samples

Inter-Mtn. Machine & Stamp Works, Inc.
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Company owning large, improved sheep range in Wyoming and Utah, suitable for summer and winter grazing, is understocked on sheep. Will entertain proposition to take associate having from five to ten thousand sheep. Information may be obtained from

Piedmont Land & Live Stock Company,
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RAMBOUILLET RAMS

We offer for the 1922 season:

**2000 one and two-year-old heavy boned,
thoroughbred Rambouillet Rams**

Inspection will prove this flock to be equal to the country's best and we are offering them at prices we feel are right. These rams can be seen at our headquarters ranch at Valle, Arizona, midway between Williams and the Grand Canyon. Drop us a line and we will gladly furnish you with any data you may wish.

100 head of our flock will be at the
Salt Lake Ram Sale, August 28, 29, 30

GRAND CANYON SHEEP COMPANY
WILLIAMS, ARIZONA

CLOSING OUT SALE

**1200 PURE BRED
RAMBOUILLETS**

100 two-year-old Range Rams
140 yearling Range Rams
500 breeding Ewes, good ages
85 aged breeding Ewes
375 mixed Ram and Ewe lambs.

These sheep are chiefly from Butterfield foundation stock. Splendid type,—lots of wool and bone. Range raised. An excellent offering at reasonable prices.

H. G. PECKHAM, Owner
Wilder, Idaho

However, there has not been enough rain for the ranges and waterholes generally. Stock are in fairly good condition, as a rule, but are poor locally. Some feeder cattle have been moved locally.

CALIFORNIA—Pastures and ranges are reported to be in good condition, except that the pastures are dry at the lower levels. However, dry feed is ample and stock are doing well. Feed is abundant on the higher ranges.

OREGON—The domestic and other lower grazing areas have become quite dry though the feed has continued ample. There were no complaints of stock suffering, except locally on the lower areas. Stock were doing well in the mountains.

WASHINGTON—Droughty weather has been rather severe on pastures and meadows. Some dairy cows had to be turned into the grain fields, or be supplied with other feed, because of the short pastures.

SHEEP AND RANGE CONDITIONS IN ARIZONA

Feeder lambs are selling in Arizona for October and November delivery at 10½ and 11 cents per pound. These sales include both early desert lambs and those dropped in the northern sections of the state in April and May. Most of the heavier of the early lambs, however, are being shipped to packing centers. In some sections growers are said to be holding back their feeder lambs in the hope of getting 12 cents per pound for them. They expect this price to prevail before snow flies.

More fat lambs from Arizona are being shipped to packing houses on the Pacific Coast this year than ever before. Since early in the spring buyers from Los Angeles, San Francisco and other California cities have been on the ground in large numbers negotiating for fat lambs as never before. About the easiest job that Arizona sheepmen have had this year has been in selling lambs. Most of the sales have been made on a per capita basis, at prices ranging from \$7 to \$7.75 per head, the bulk going at \$7.50.

MERINO EWES

900 4-year-old high grade Merino Ewes, located at Ignacio, Calif.

Price, \$9 per head

Address: **W. P. Frick**

212 Easton Bldg., Oakland, Calif.

Registered Rambouillet Rams For Sale

Yearlings and lambs at lowest prices.

Ranch five miles south of Thistle on Sanpete branch of D. & R. G.

Address: **P. E. Anderson**
Thistle or Provo, Utah

FOR SALE.

2,000 extra good Rambouillet ewes, 10-pound shearers, \$8.00 per head; 1,000, same grade of ewes, 8-pound shearers, \$7.50 per head; October 1st to 10th delivery at Lockney, Texas.

FLOERSHEIM MERCANTILE CO.,
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FOR SALE

960 Acre Ranch

Open range; favorably located for sheep raising. Horses and farm machinery included. 450 head sheep and about 400 tons alfalfa hay can be purchased with ranch, if desired. Easy terms. Write

W. G. PERRY, Cokeville, Wyo.
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American Rambouillet Sheep Breeders Ass'n

Membership Fee \$10—No Annual Dues Flock Books Free to Members. Volumes XXII and XXIII are being bound together and will soon be ready for distribution. Pedigrees now being received for Volume XXV. Over 115,000 sheep on record.

President
J. H. King, Laramie, Wyoming

Secretary
Dwight Lincoln, Marysville, Ohio

For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

THE TRUTH ABOUT THE TARIFF AND CLOTHING COSTS

(Continued from page 26.)

modifying the price of wool. For if, for lack of protection, the domestic supply is largely reduced, that diminution cannot be offset by increased production in other countries, and diminished supply would inevitably lead to increase in the world price level for wool.

With these facts in mind, it is interesting to compare the admitted guess-work of the Tariff Commission with the actual figures resulting from exact computations in which each factor, the cloth manufacturer, the clothing manufacturer and the clothing retailer, is credited for the full amount of the added cost which the raw wool duty would put upon this business:

	Alternative sums of increase given by Tariff Commission	Actual increase found by exact calculation
Spring or summer suit	\$2.03 \$1.83 \$1.62 \$1.14	
Fall or winter suit	2.85 2.56 2.28 1.62	
Heavy winter overcoat	5.29 4.76 4.23 2.78	

If clothing manufacturers and retailers can make these increased costs of respectively \$1.14, \$1.62 and \$2.78 the basis for increasing prices, not by those sums, but by \$4 for suits and \$7.50 for overcoats, the difference being clear profit over and above present profits, the public should be so informed. But in justice to the wool growers and the wool manufacturers, the public should not be permitted to be misled into the belief that such arbitrary price increases are attributable to the raw wool duty.

It is amusing to read of the great concern of clothing manufacturers and retailers over an increase in cost which is negligible as compared with the common practice in both branches of the clothing trade of pricing styles that it is thought will sell most readily, at from \$5 to \$10 above the regular figure for other styles of the same quality. This practice is so general and well recognized that there is no secret about it. It

DELAINE RAMS

50 big, growthy yearlings, with fine Delaine fleeces—the kind of wool that tops the market. Photos free.

F. H. RUSSELL
Box 80, Wakeman, Ohio

FOR SALE

1,300 big whitefaced cross-bred Ewes ready for breeding. Ages, two to five. Ranging about 150 miles south Mountain Home, Ida.

Wire or write—

Edwin Wells Elko, Nevada

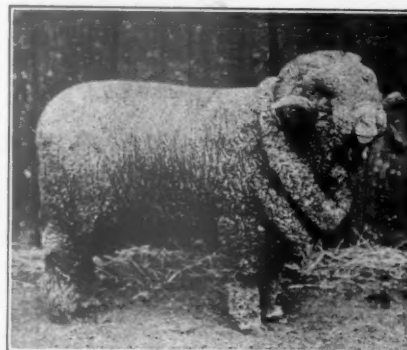
For Sale or Lease

500 EWES

One to five-year olds

W. D. Candland & Sons

Mt. Pleasant, Utah



"OLD TEDD"

The Ram we paid \$3,000.00 for at the 1918 Salt Lake Ram Sale.

We are offering for the year 1922:
400 head of registered yearling rams.
600 head of pure-bred, but unregistered yearling rams.

25 head of registered 2-year-old rams.
125 head of unregistered 2-year-old rams.
500 head 1 to 3-year-old unregistered ewes.

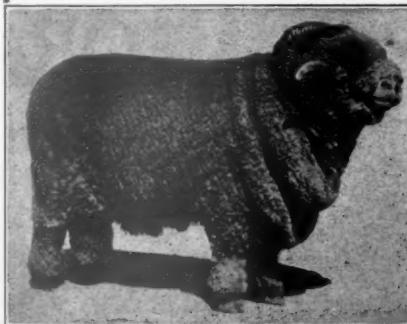
300 head 1 to 5-year-old unregistered ewes.

Also a few 1 to 2-year-old registered ewes.

These are great big, strong hardy sheep, well covered with the famous Bullard fleece.

BULLARD BROS.

Woodland, California



"MONARCH"

The \$3,000.00 prize at the 1921 Salt Lake Ram Sale.

ROMNEYS

THE COMING SHEEP IN AMERICA

**MORE WOOL
BETTER MUTTON
BEST CONSTITUTION**

RANGE MEN

**ROMNEYS MADE GOOD FOR R. C. HARVEY!
ROMNEYS WILL MAKE GOOD FOR YOU.
GIVE THEM A CHANCE**

Write the Secretary for List of Breeders.

Secretary American Romney Breeders

1331 Poyntz Avenue
MANHATTAN, KANSAS

200 Romney
200 Lincoln
100 Corriedale

RAMS

and

200 Hampshire Ram Lambs

FOR SALE

**ALL OF THEM RANGE RAISED,
BIG AND HUSKY**

WRITE FOR PRICES

H. STANLEY COFFIN

YAKIMA, WASHINGTON

was referred to within a few days in a convention of Virginia retailers, at which one of the speakers condemned the practice; but his views were not reported to have met with an enthusiastic response.

It is well worth recording, too, that the relatively small increases that actually would be necessitated by the raw wool duty are far less than the very substantial advances which the retailer makes in the almost universal custom of pricing clothing at the beginning of a season very much above the season's average prices, and then, as the season advances, lowering the prices by successive mark-downs until the final closing prices may approach cost plus overhead; and by which practice the sales during the early part of the season carry a mark-up above average prices several times as much as the utmost tariff enhancement which they are now so liberally advertising.

There is an old adage about people who live in glass houses. The public may want to know considerably more than the mere, and relatively small, effect of a tariff duty, if their attention is concentrated long enough on clothing prices and methods of mark-up.

ARIZONA WANTS PUBLICITY CAMPAIGN

Arizona lambs are selling to realize 10 cents per pound on home weights. We are having some rain, but not as much as we need. Our Arizona Senators are staying with us on the wool tariff. From any viewpoint it is to be considered unfortunate that such an attack has been made upon Senators who own sheep. It is too bad that the investigation could not have been carried on. It would be hard on these men to be shown up the present value of their property, but on the other hand the Eastern press is using the foolish statements that have been made in a way that is not only unfair to the West, but also unfair and very misleading to the people of the Eastern states. Can not the National Association raise funds to buy space in journals of national circulation and tell the people the true facts? Our firm will be represented at the ram sale.

Hugh E. Campbell.

Announcement has been made that Chicago interests have bought lands near Los Angeles upon which a public stock yards will be established and ready for business on November 1.

FOR SALE!

One of the best mutton-lamb properties in northeastern California. 16,000 ewes. Controlled range, summer and winter. Forest Reserve permit. 11,000 acres of grazing and farming land.

For further particulars, address
Box C, care of National Wool Grower,
Salt Lake City, Utah



A TRANSIT live stock policy bearing the trademark of the Hartford Fire Insurance Company is an absolute guarantee that the financial loss caused by death or crippling of live stock while on the road to market will be repaid. Over a century of business integrity testifies to the Hartford's ability and willingness to fulfill its promises.

Rates for Transit Live Stock Insurance as sold by the Hartford Fire Insurance Company have been reduced recently. Get full facts about this protection by seeing your local Hartford agent or writing to the

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Transit Live Stock Department
39 South La Salle St., Chicago, Illinois

GOOD SHEEP AND ADVERSITY

W. P. Sackett of western New York is typical of thousands of farmers who do not wish to leave their pleasant farm home and who, on the other hand, have reached the age at which they cannot do a large amount of heavy farm work. Mr. Sackett, a sheep owner always, has, in order to reduce the labor to a minimum, organized his farm business in such a way that the bulk of his income will be derived from the sale of wool and lambs. Only eight acres of the farm were plowed last year.

A life-time experience has taught this sheepman the relative importance of certain profit-making factors in sheep husbandry. It is this crystalized knowledge that will be put into practice in the management of the flock during this period of lower prices. In the effort to concentrate on sheep husbandry and to make each sheep count in an efficient and profitable way, Mr. Sackett has come to believe in nothing but the best individuals; thus fortified, he does not fear a period of depression. When approached on this subject he cited several experiences to show that he had never lost when he had good sheep but on the contrary first class ewes bought back in the nineties when sheep and sheep products were low had paid out exceptionally. But they were good individuals with possibilities, raising over one hundred and fifty per cent of lambs.

The present flock belonging to Mr. Sackett has been largely developed at home. Foundation grade ewes were purchased and for two years Delaine rams were used, the best ewe lambs being saved. After this period the number desired had been attained and the mutton lambs are now sired by rams of mutton breeding. Briefly this is the make-up of the flock that is to get results during the next few years. It is a superior flock, all select ewes, one hundred head without a cull, They will average ten pounds of wool per head and at the same time will raise a market-topping lamb and many of them will raise two.

Mark J. Smith.

Kreso Dip No. 1

(STANDARDIZED)

A Dip That Does The Work Without Injury To The Animal or Fleece.

Kills Sheep Ticks, Lice, Scab Mites and other Parasites

Heals Wounds, Cuts and Common Skin Troubles.

Equally Good For All Livestock

Kills many parasites; disinfects; prevents disease. Easy to use—economical.

Kreso Dip No. 1 is for sale by the
Drug Trade.

Write for free booklet on the care of
sheep and all livestock.

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- No. 160. Care of Hogs.
- No. 163. Care of Poultry.
- No. 185. Dipping Vat and Hog Wallow.
- No. 351. Blackleg Prevention.
- No. 352. Blackleg Filtrate.
- No. 355. Blackleg Aggrassin.
- No. 1051. Anthrax Prevention.

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Dip For Profit
USE
**KRESO
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